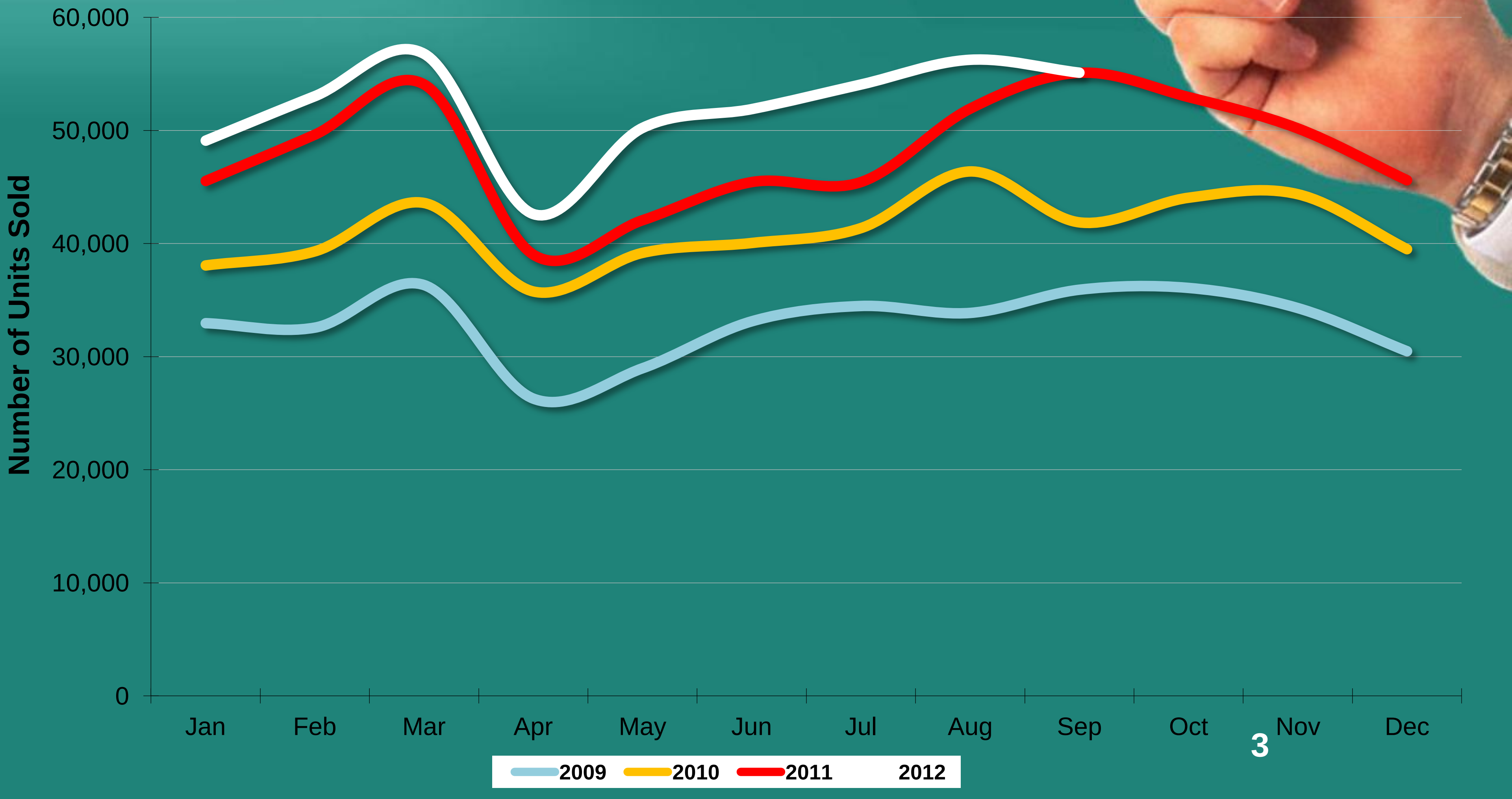
WesBank

We know how

Can the growth Continue?

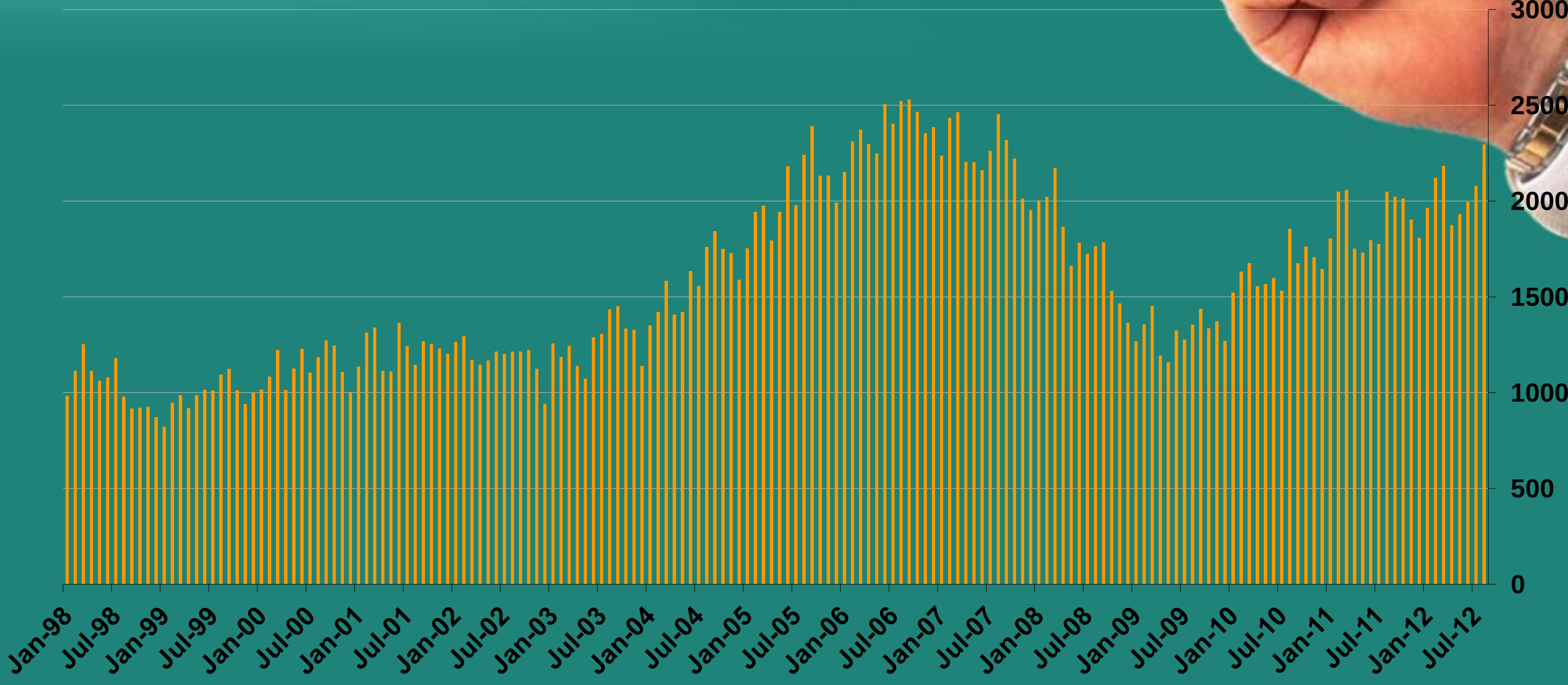
- Analysing the Industry
- Analysing the Consumer
- Key Indicators
- WesBank's Performance
- The Outlook

Naamsa Market Performance

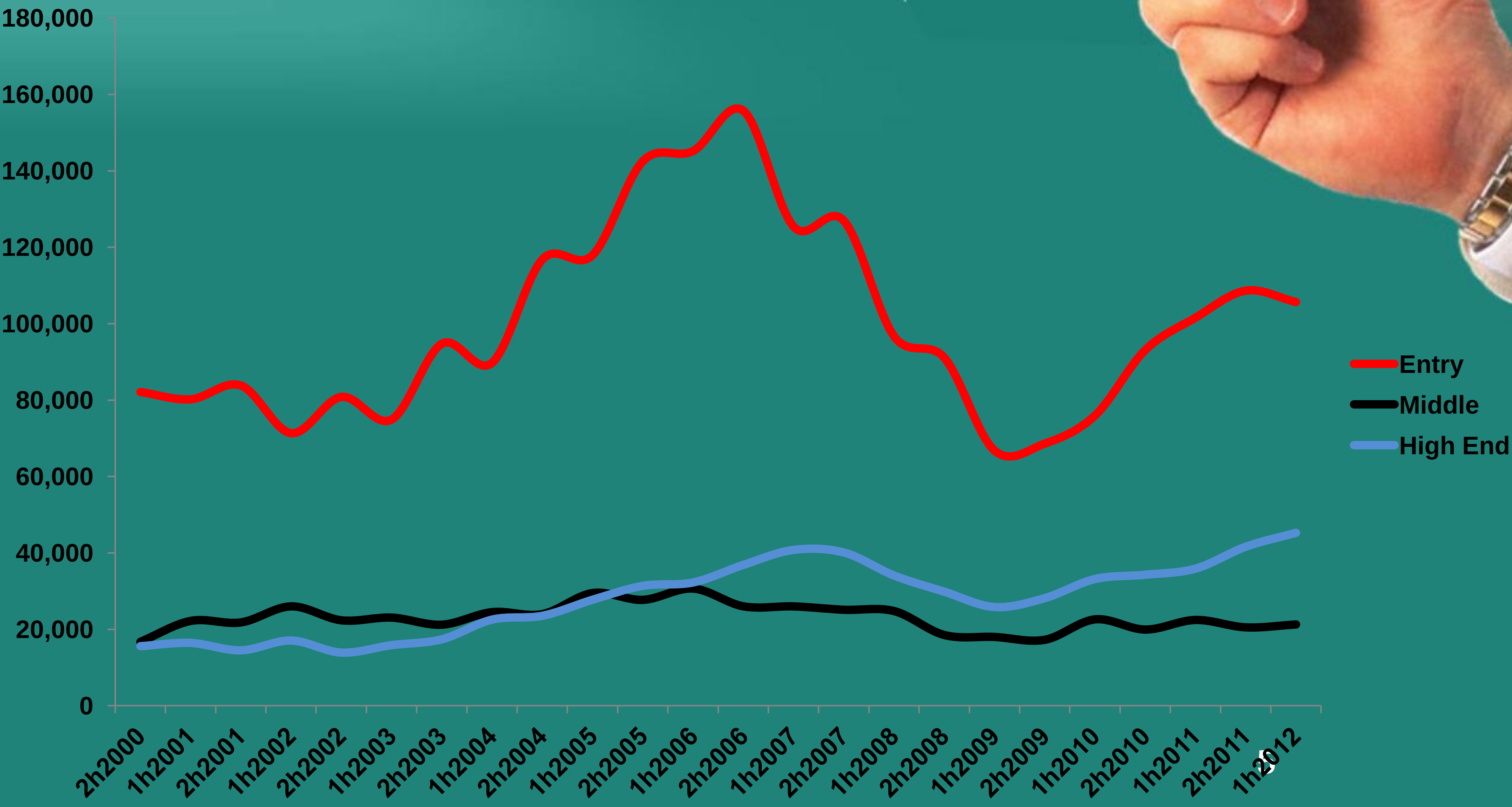


Naamsa Selling Rate per day

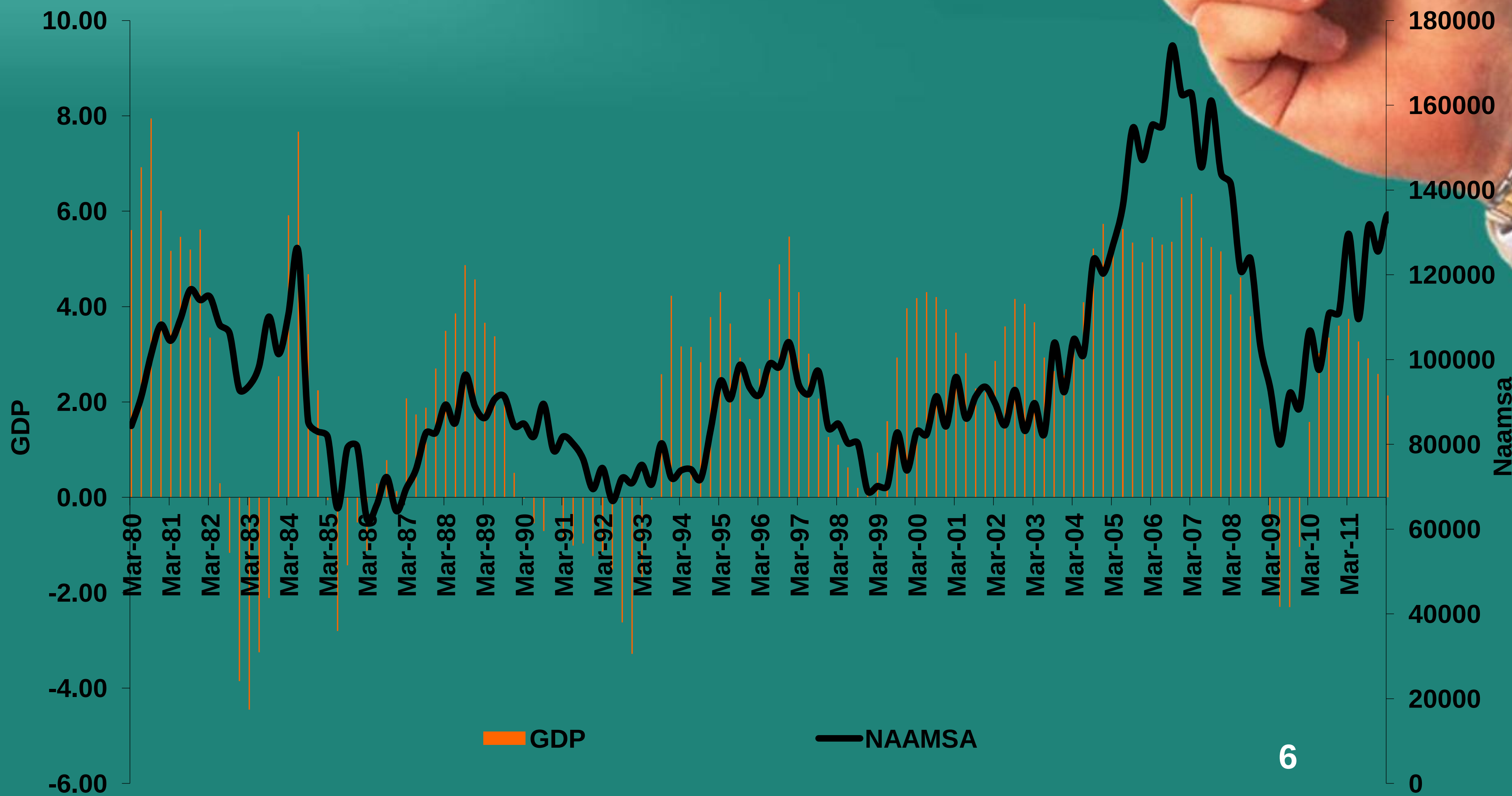
WesBank
We know how



Passenger Vehicle Sales By Segment

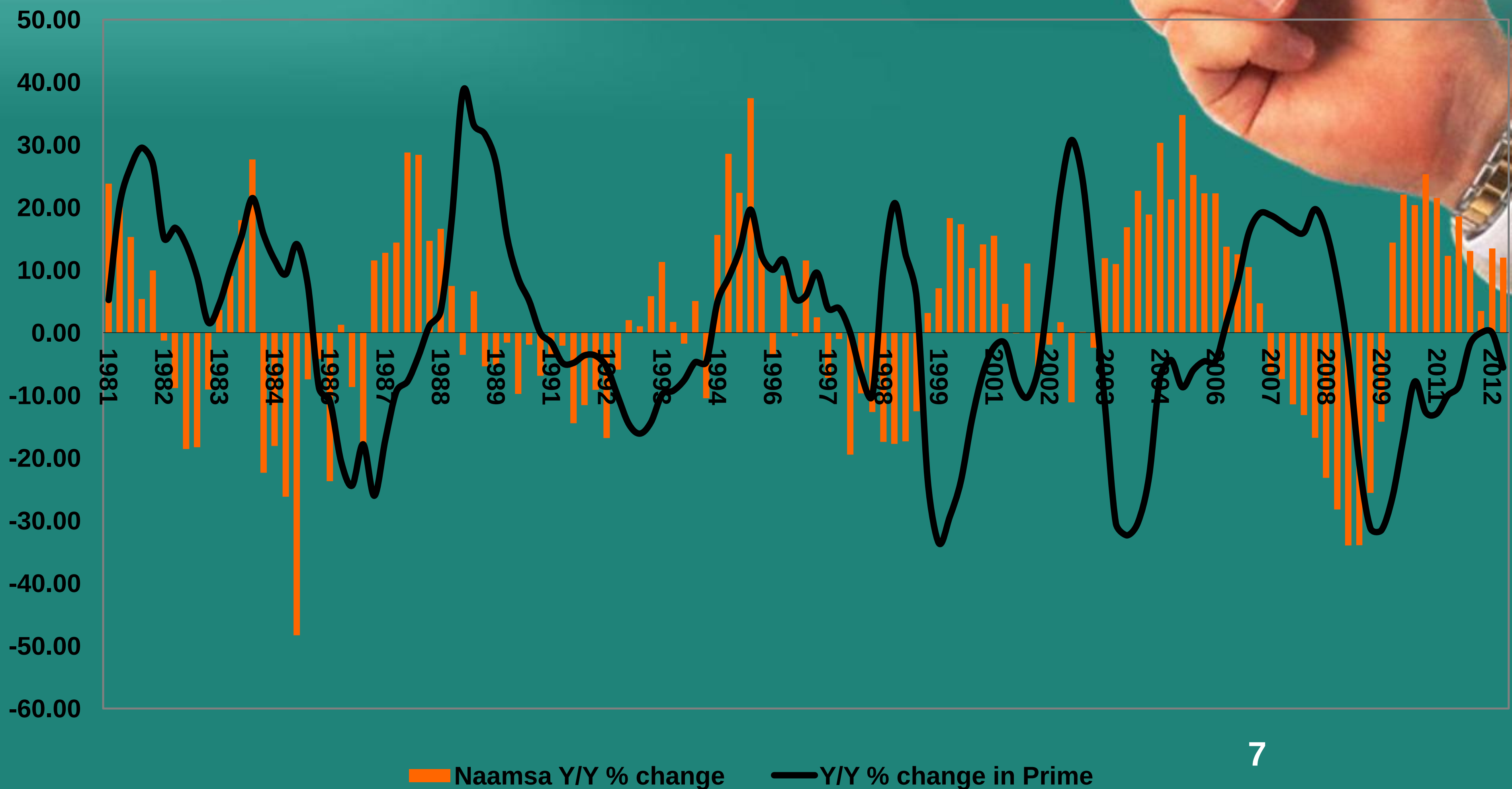


Quarterly Vehicle Sales VS GDP



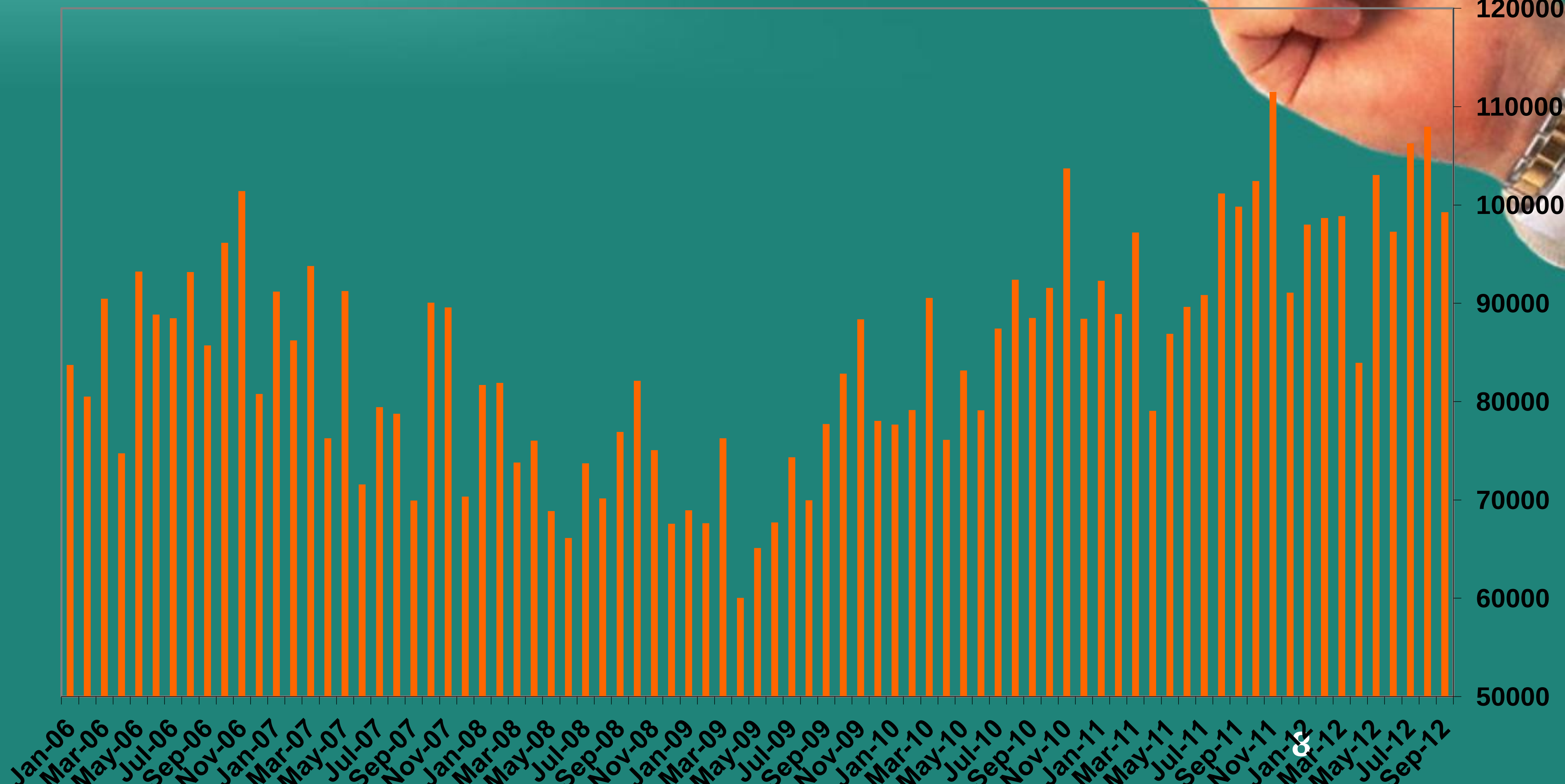
WesBank
We know how

Naamsa YoY vs Prime YoY

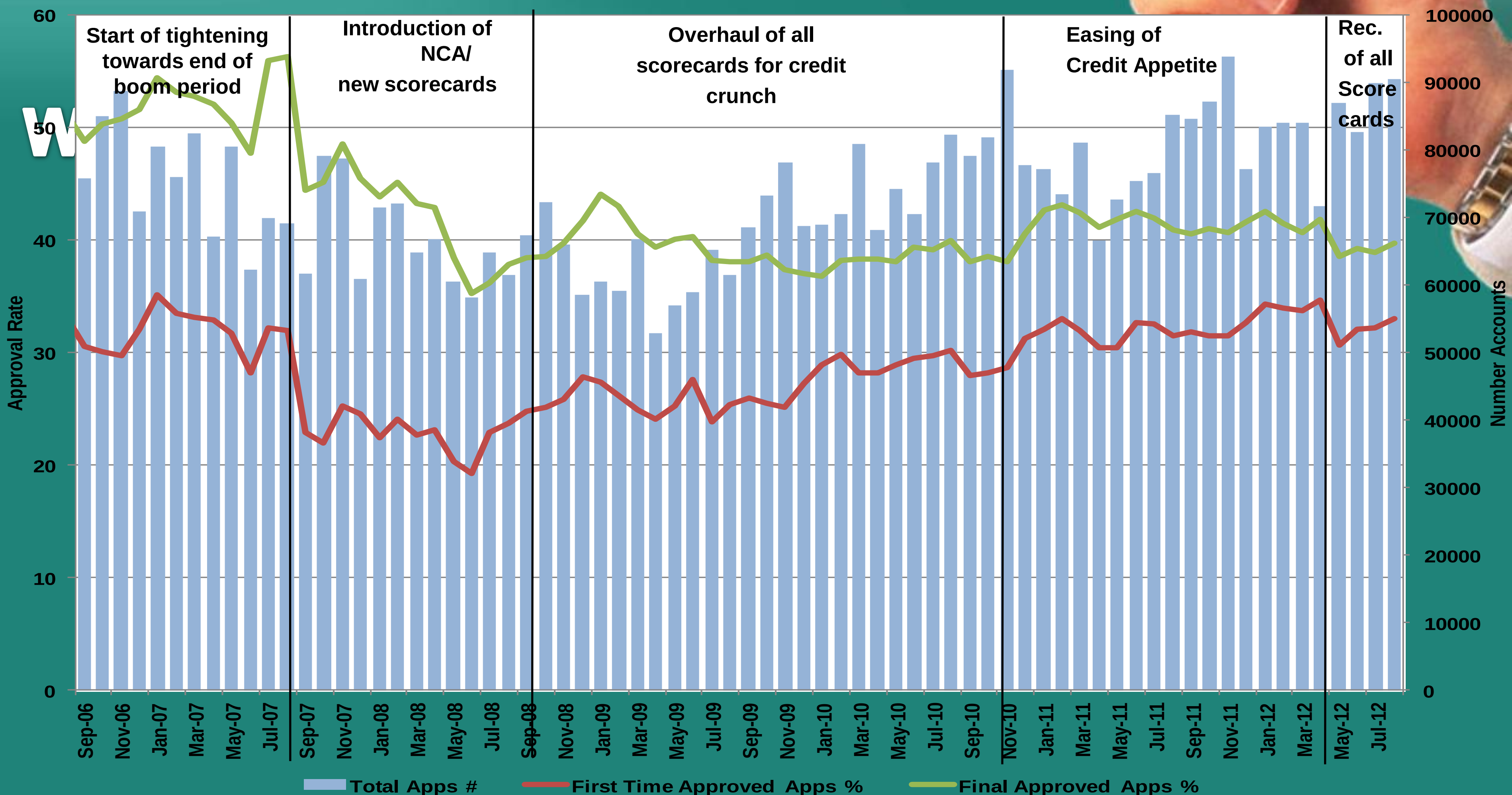


WesBank Monthly Applications

WesBank
We know how

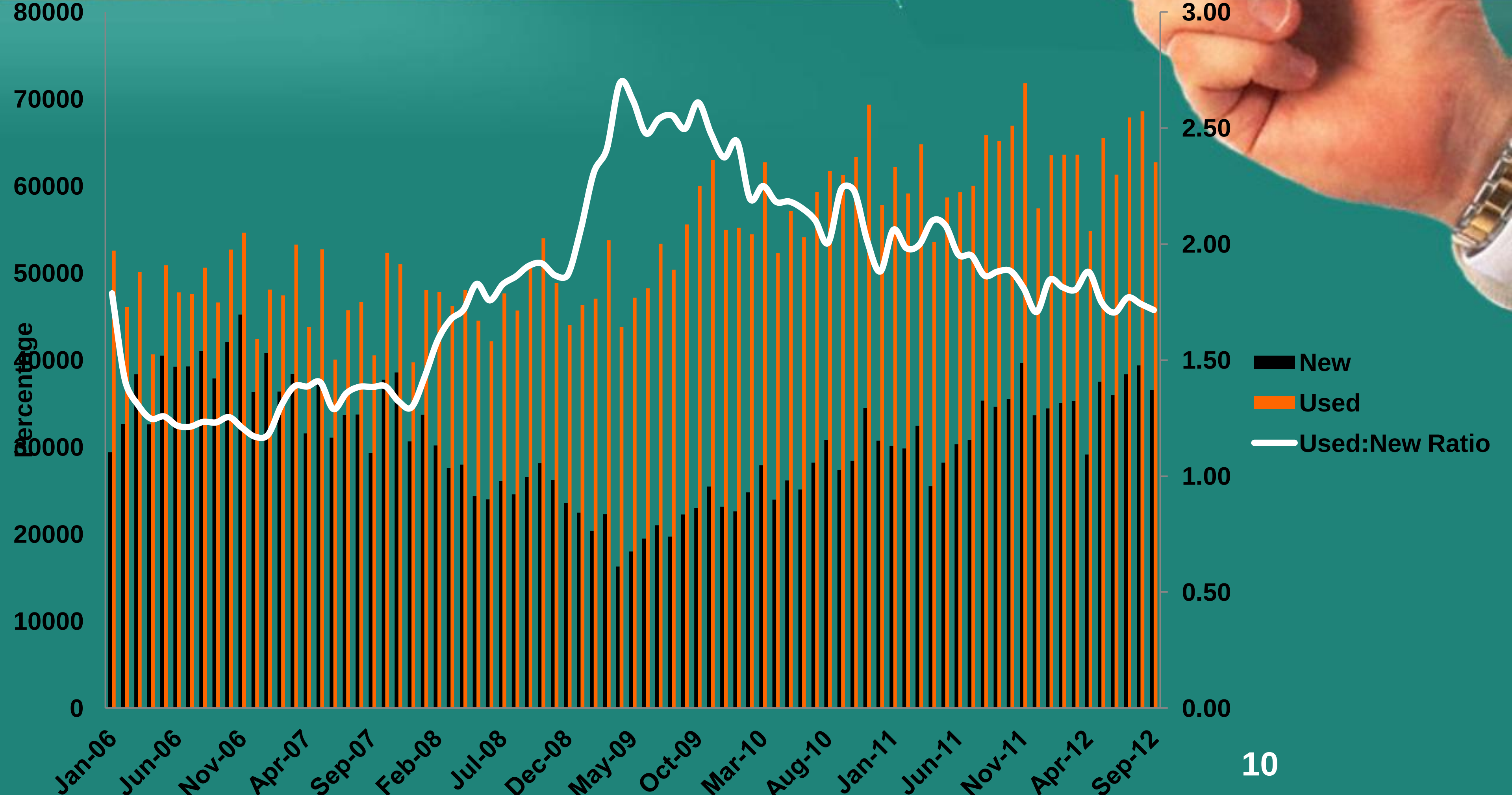



WesBank
We know how

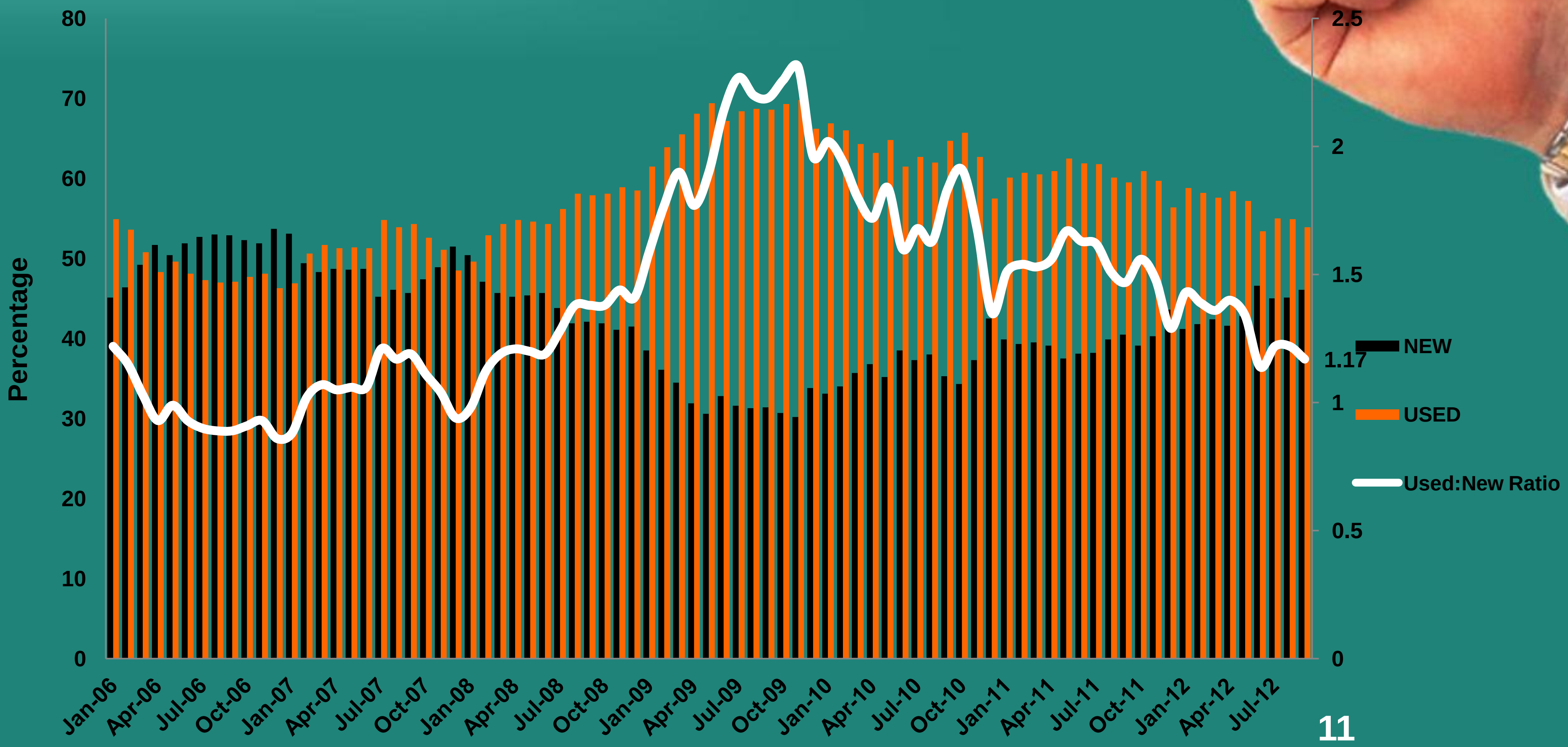

Start of tightening towards end of boom period
Introduction of NCA/ new scorecards
Overhaul of all scorecards for credit crunch
Easing of Credit Appetite
Rec. of all Score cards
Approval Rate
Number Accounts
0
10
20
30
40
50
60
0
10000
20000
30000
40000
50000
60000
70000
80000
90000
100000
Sep-06
Nov-06
Jan-07
Mar-07
May-07
Jul-07
Sep-07
Nov-07
Jan-08
Mar-08
May-08
Jul-08
Sep-08
Nov-08
Jan-09
Mar-09
May-09
Jul-09
Sep-09
Nov-09
Jan-10
Mar-10
May-10
Jul-10
Sep-10
Nov-10
Jan-11
Mar-11
May-11
Jul-11
Sep-11
Nov-11
Jan-12
Mar-12
May-12
Jul-12
Total Apps #
First Time Approved Apps %
Final Approved Apps %

WesBank Applications New vs Used Trend

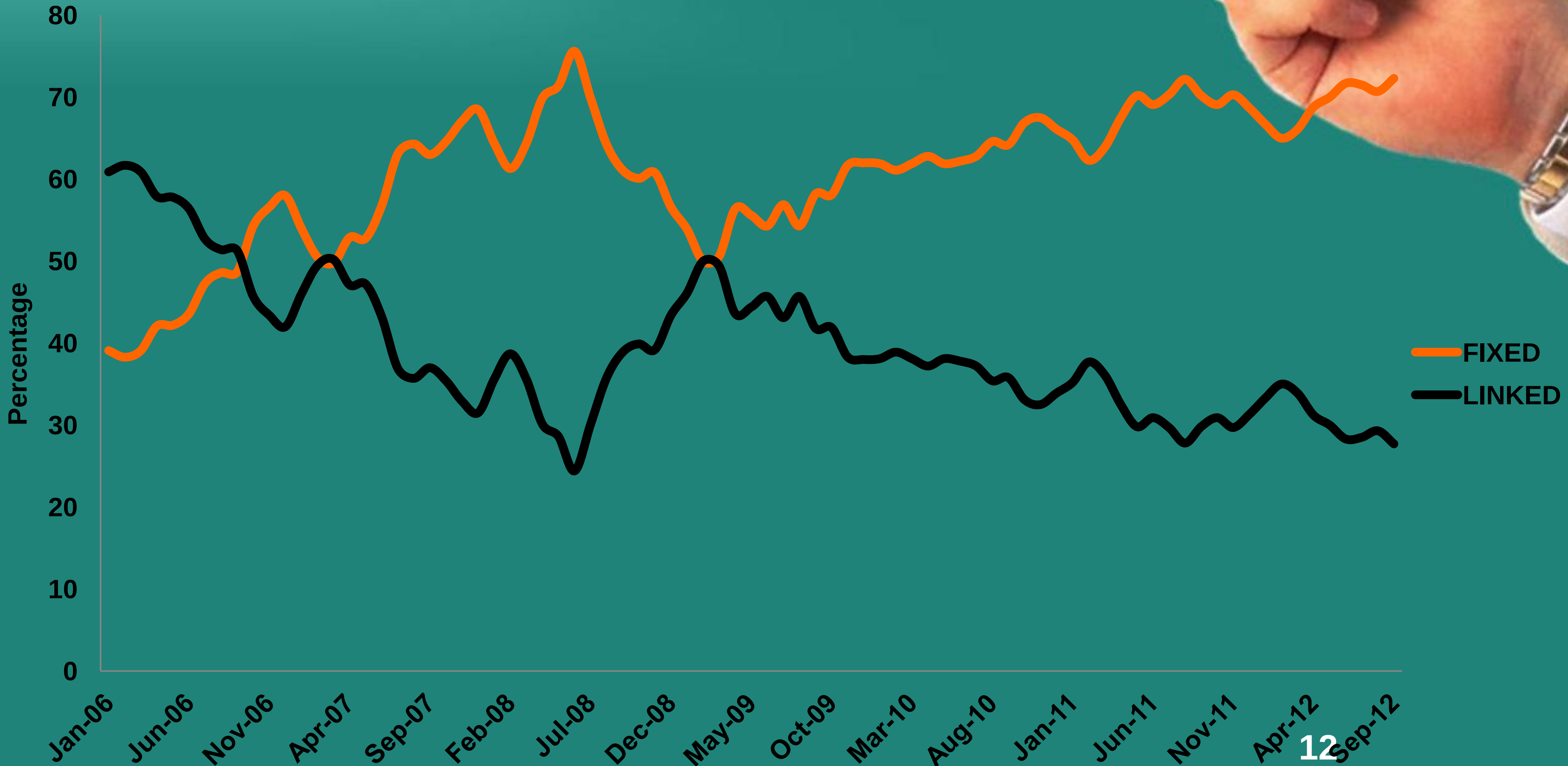
WesBank
We know how



WesBank Production
New vs Used Trend



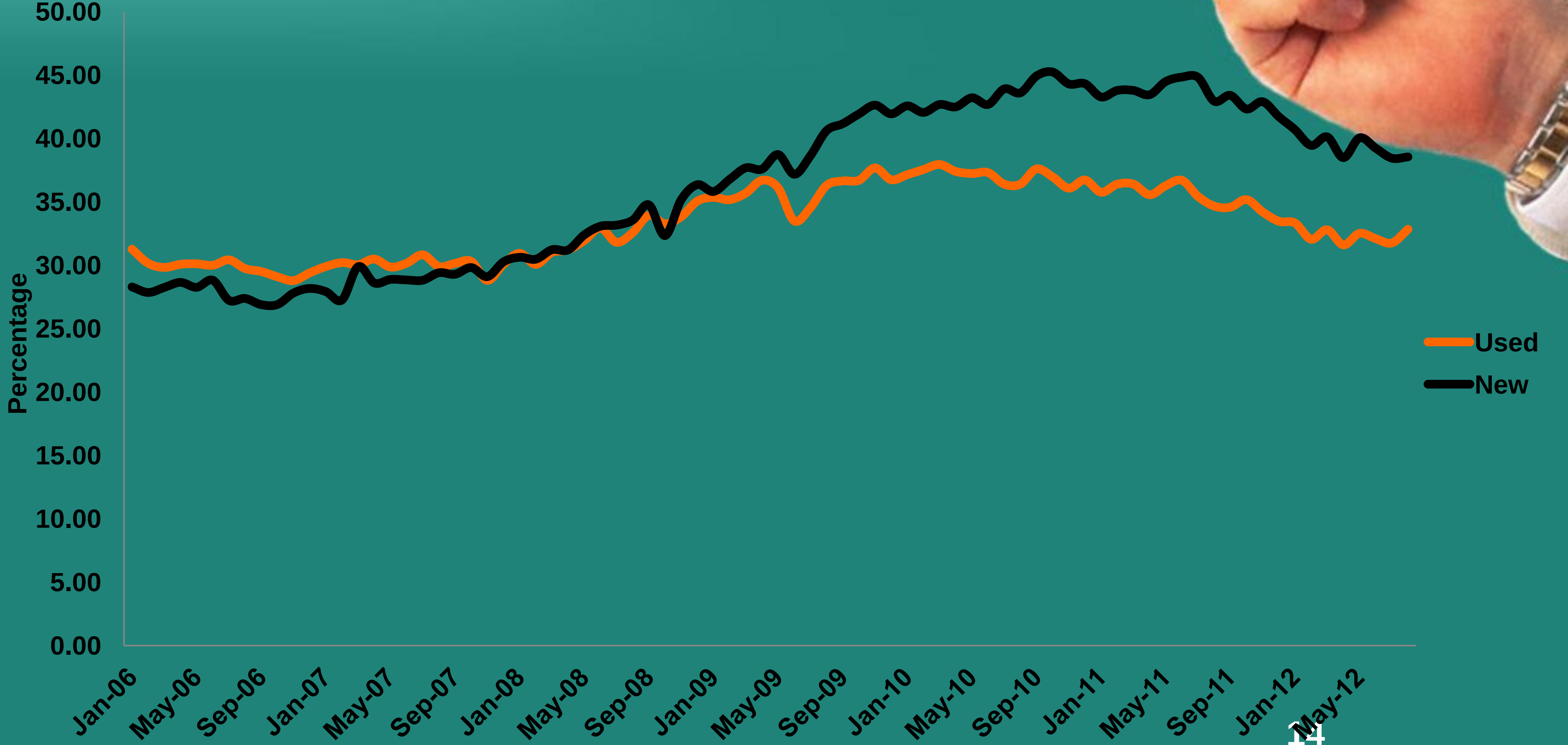
Fixed vs Linked Contracts



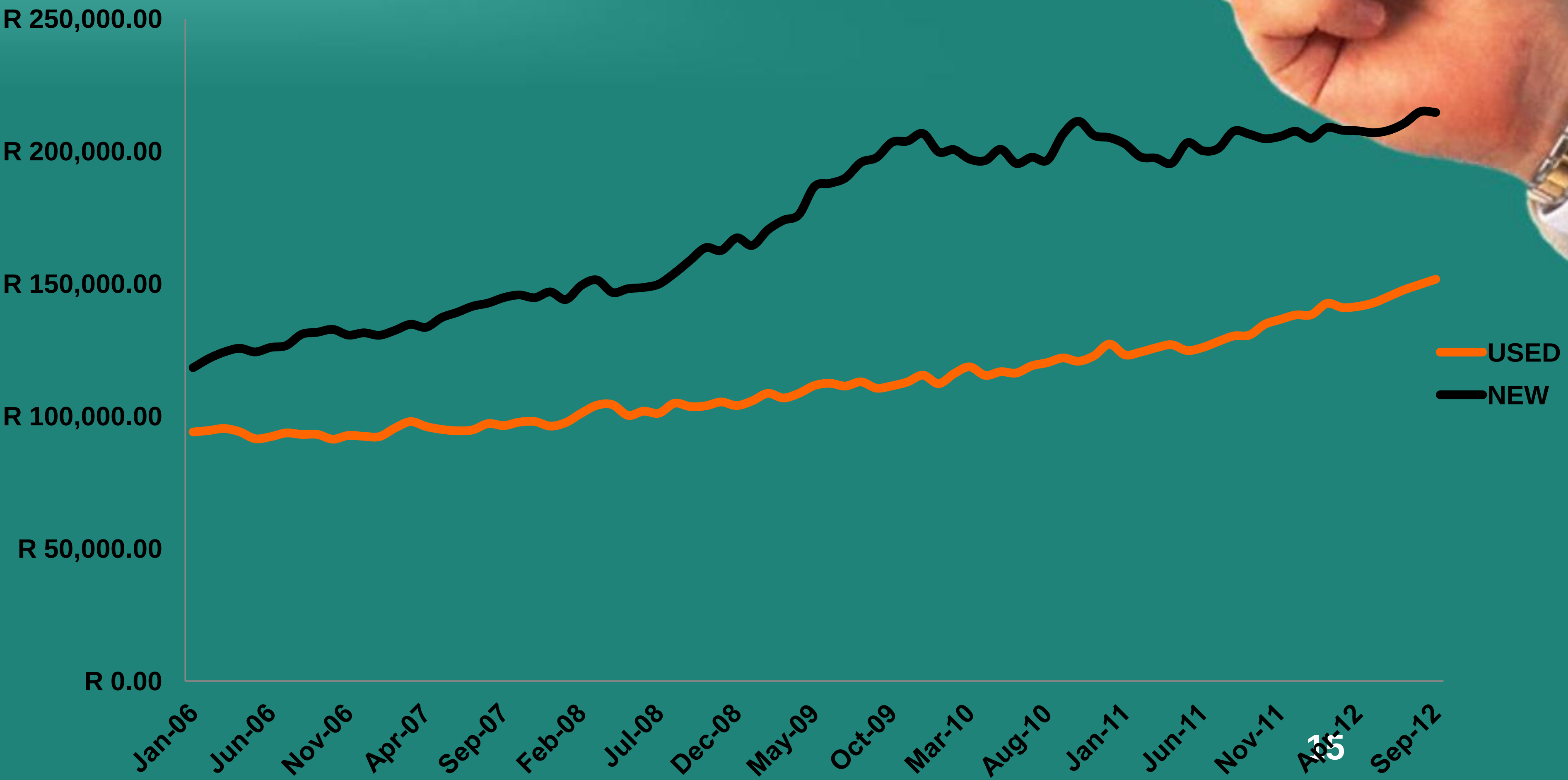
WesBank Average Contract Period New vs Used

WesBank
We know how

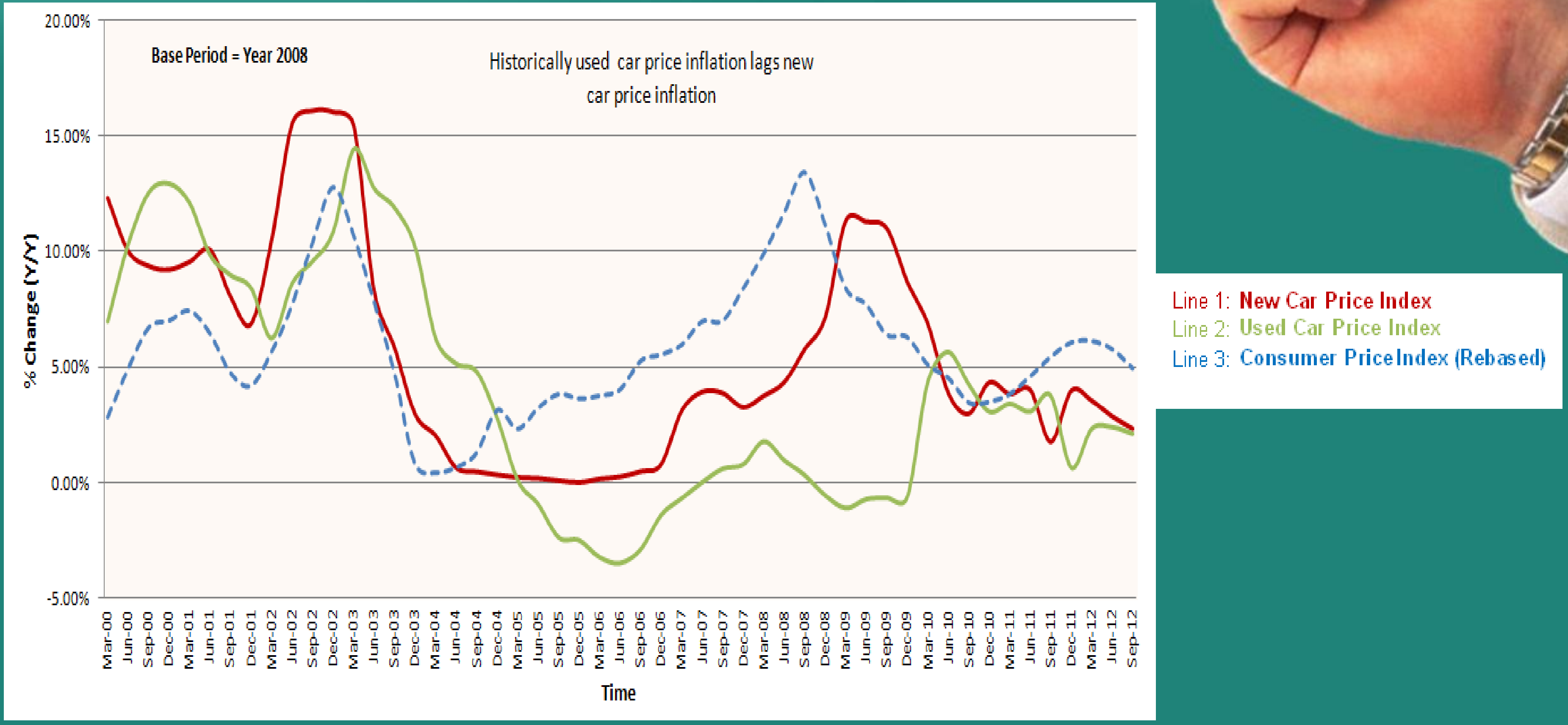
WesBank Deal Duration New vs Used



WesBank Transaction Value New vs Used



TransUnion Auto
New vs Used Inflation



WesBank
We know how

WesBank
We know how

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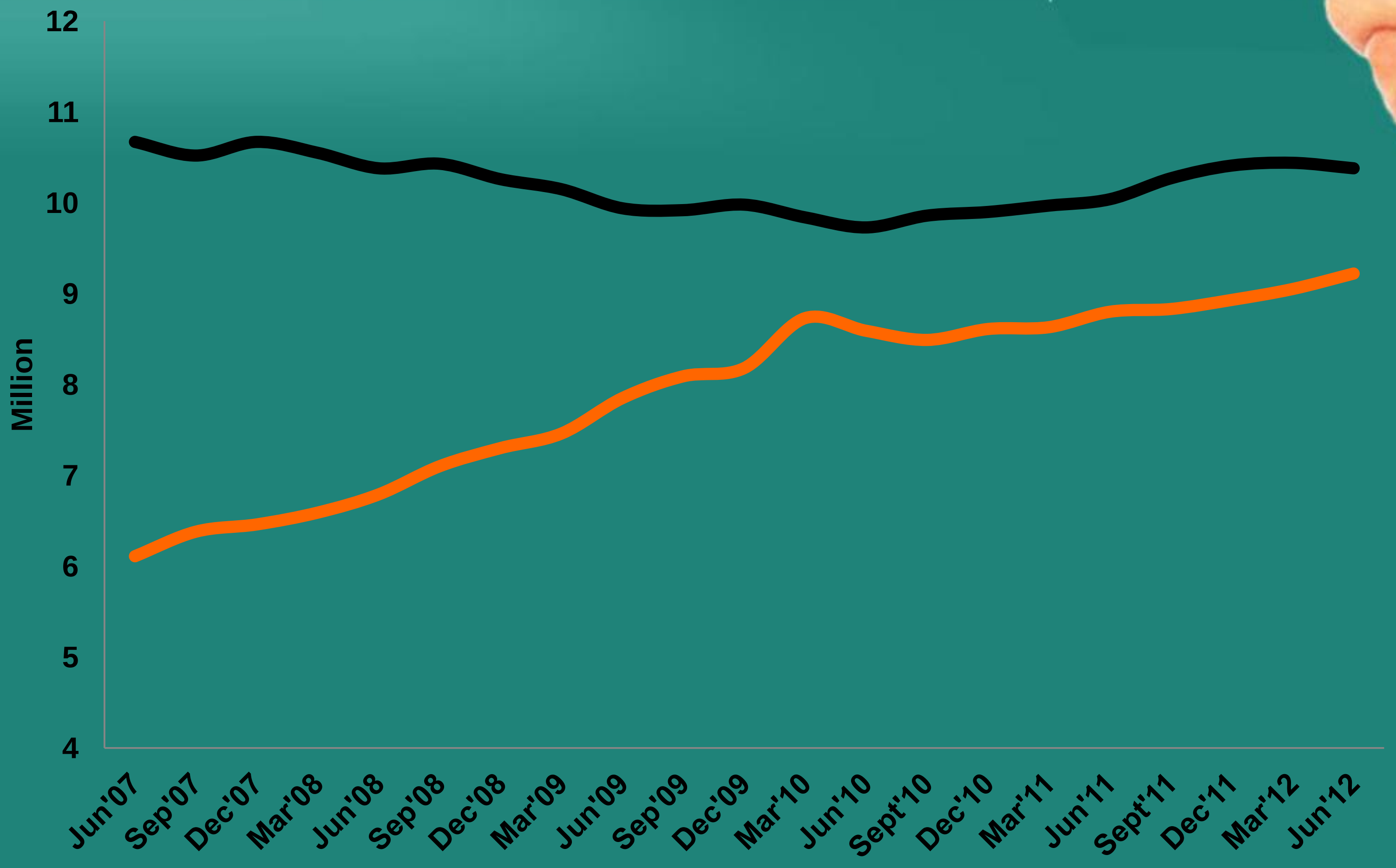
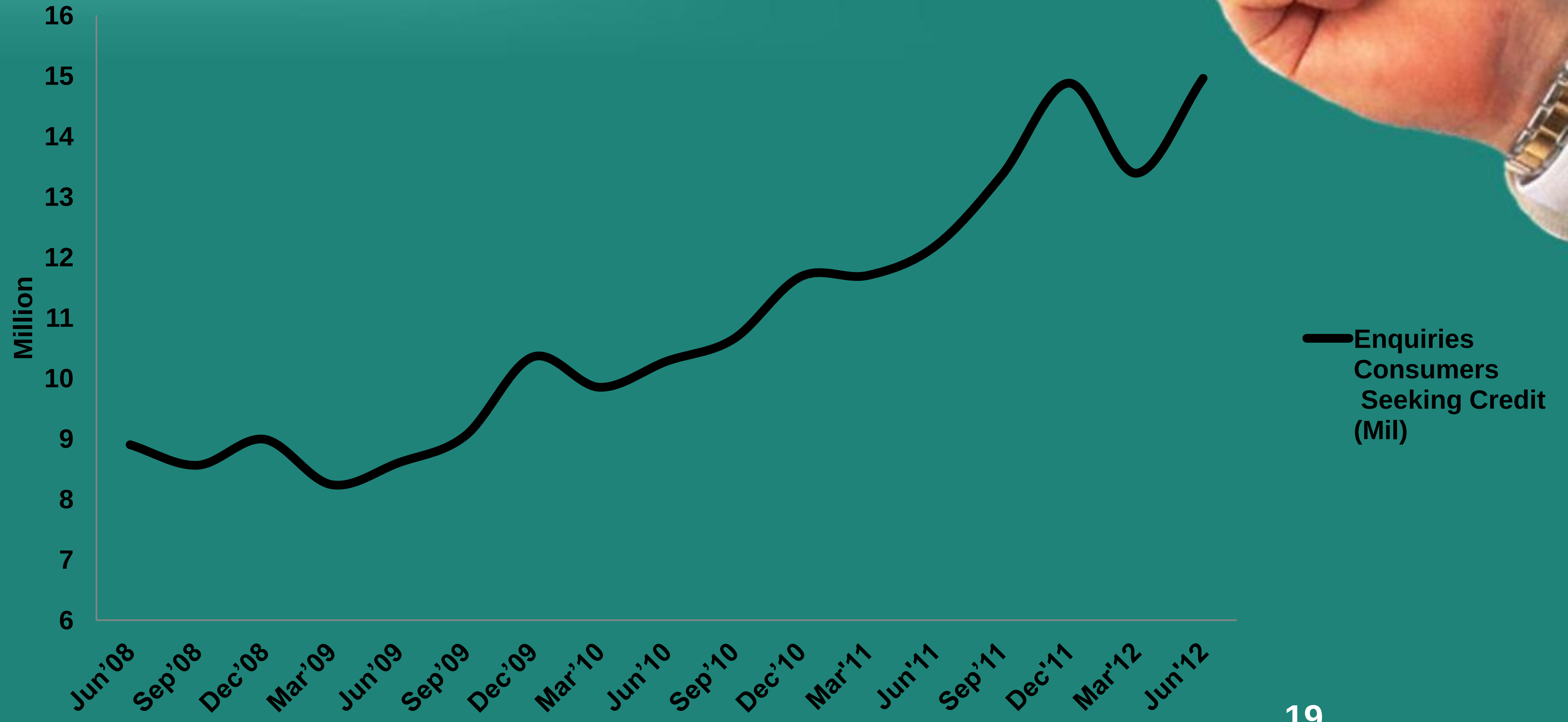
National Credit Regulator Consumer Analysis (Quarterly)

WesBank
We know how

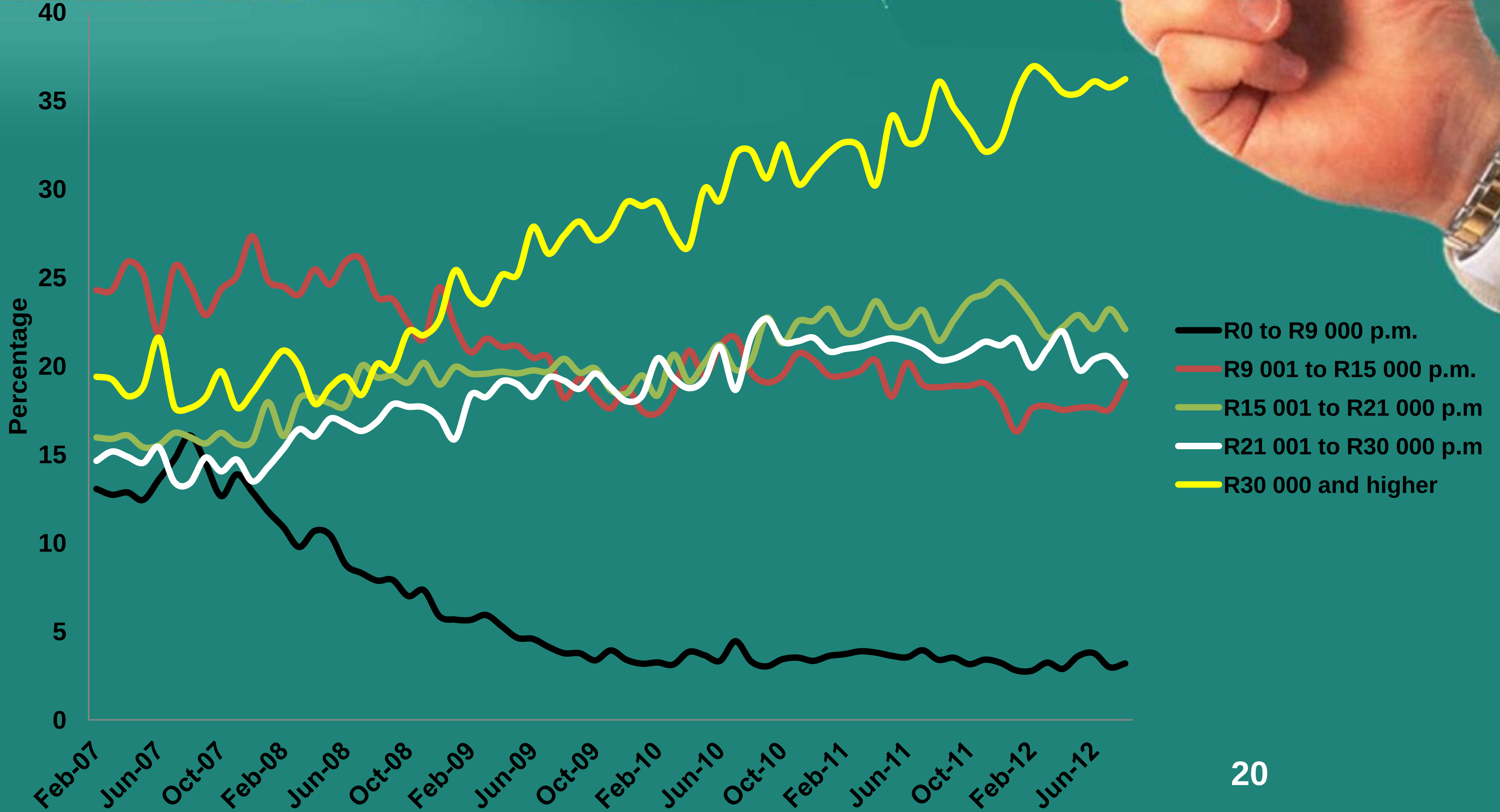


National Credit Regulator Number of Applications (Quarterly)



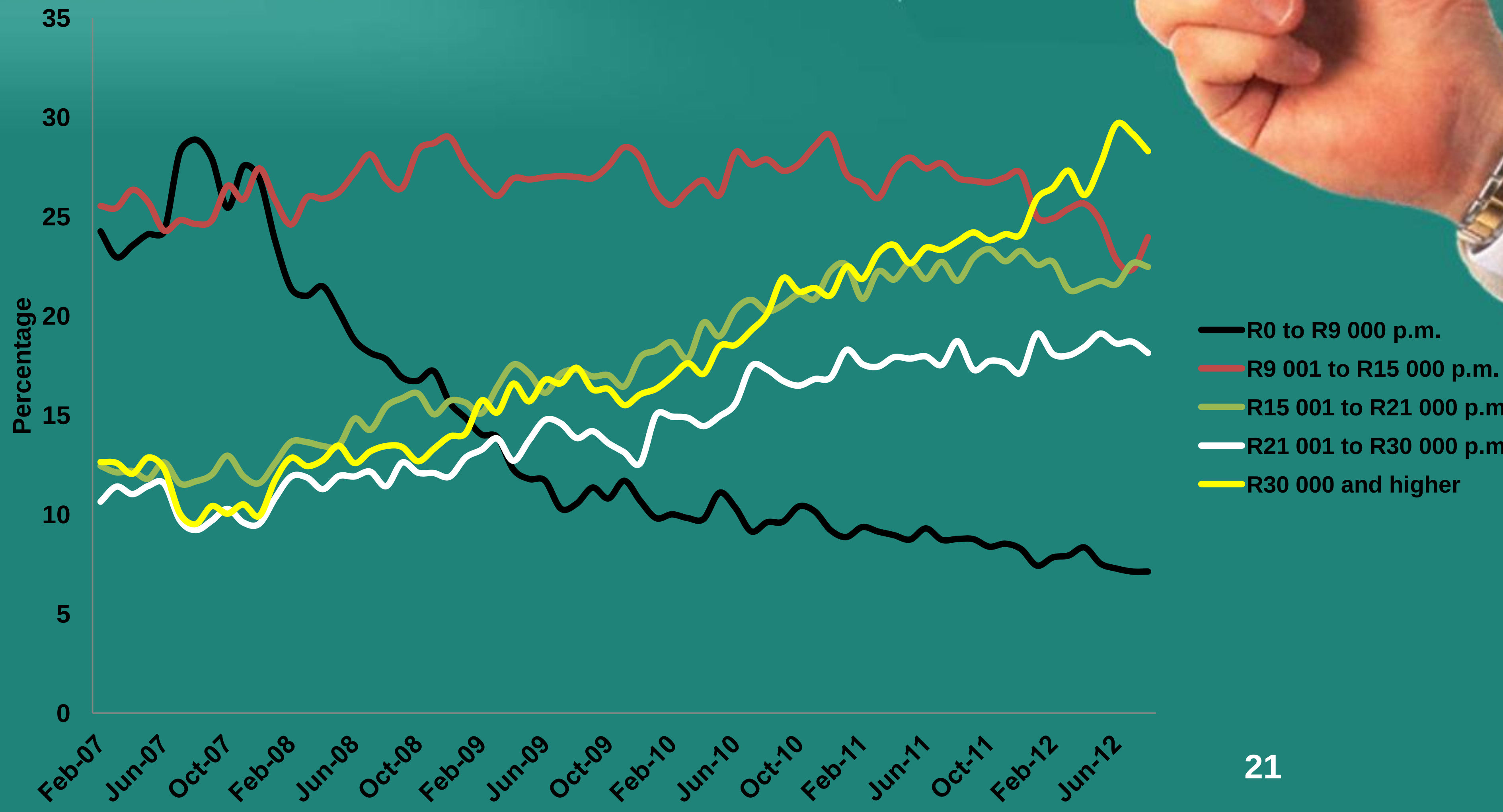
WesBank New Business Analysis by Salary Bands New Vehicles

WesBank
We know how



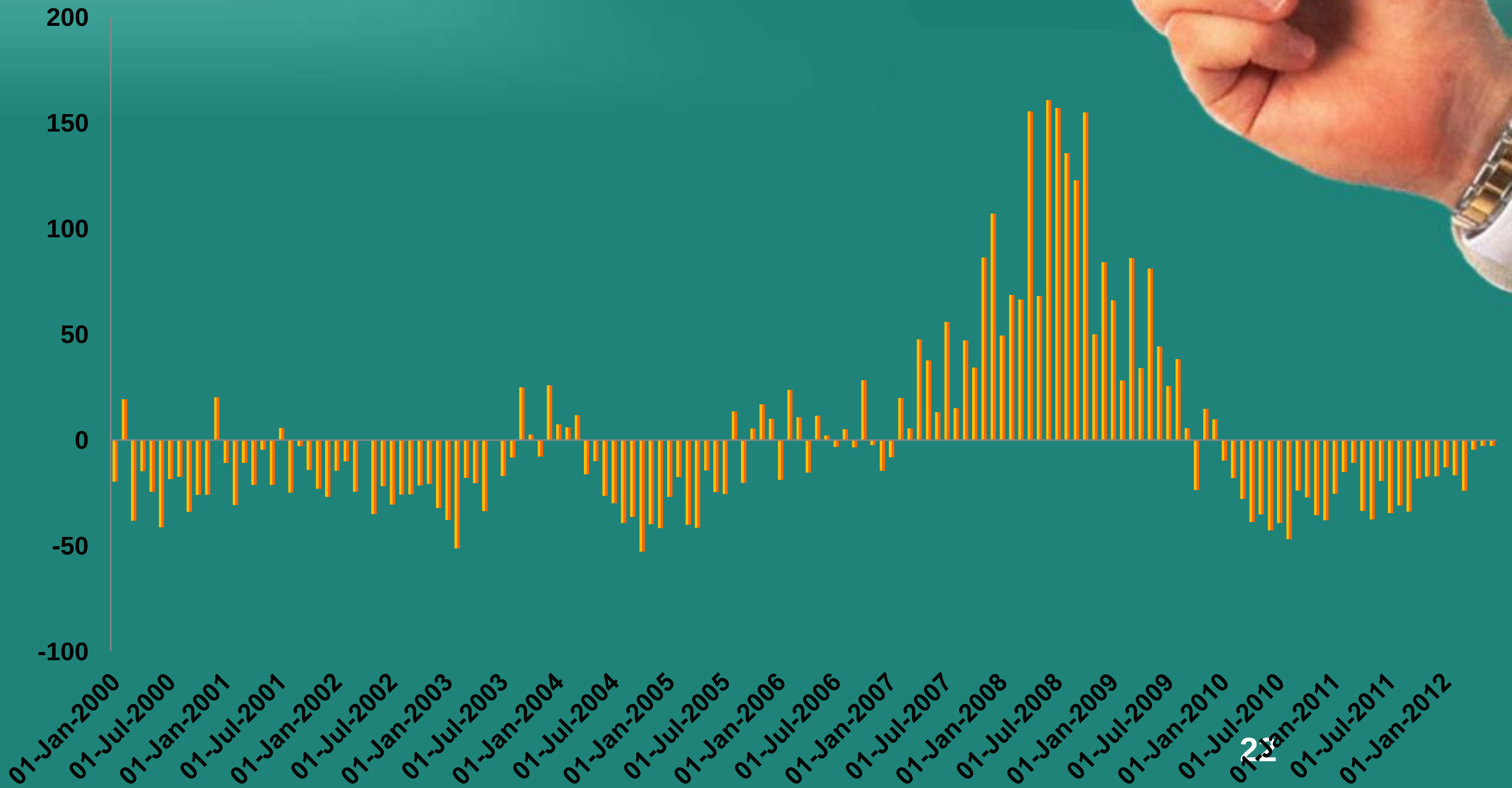
WesBank New Business Analysis by Salary Bands Used Vehicles

WesBank
We know how



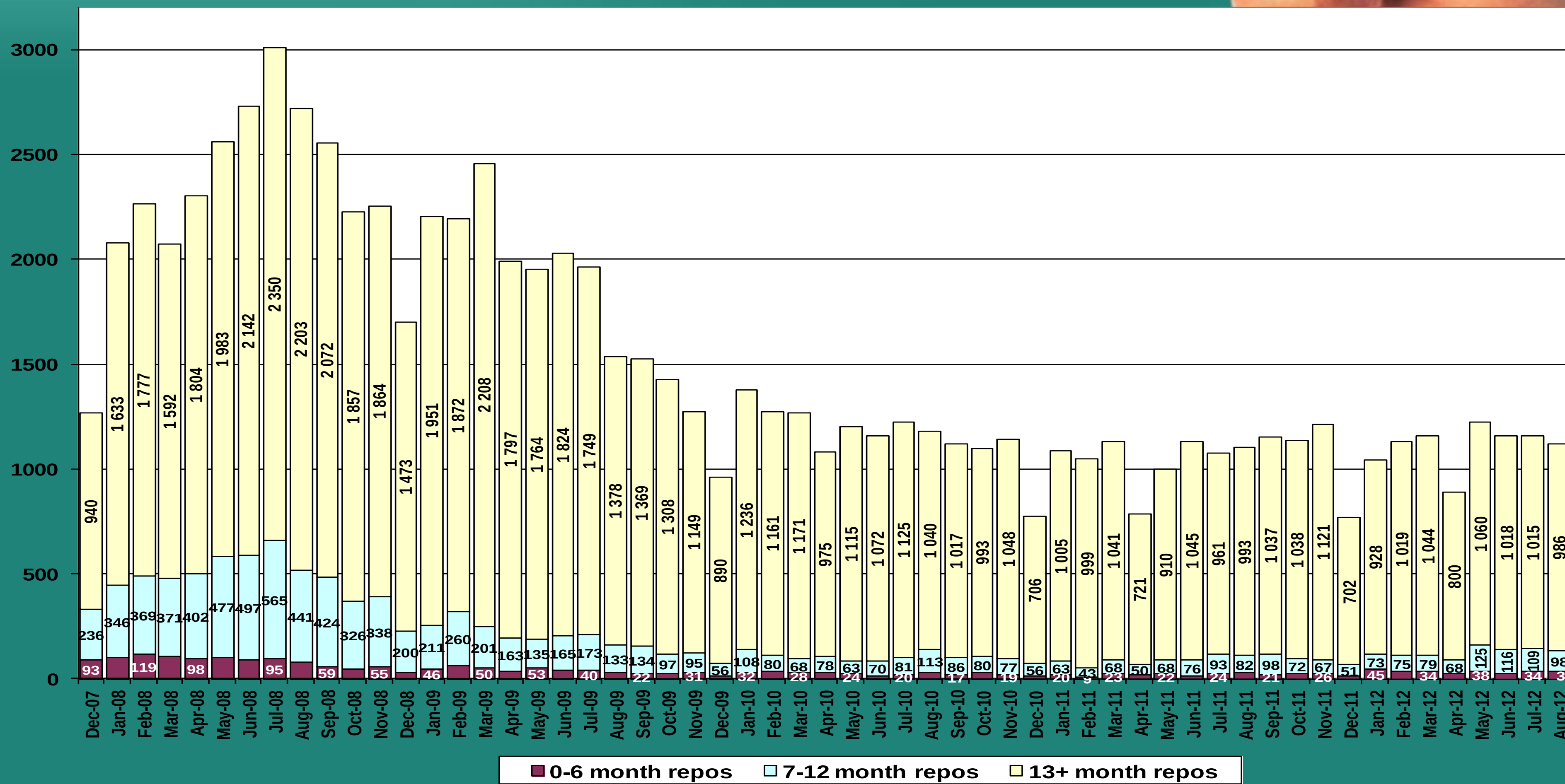
Insolvencies YoY Change

WesBank
We know how

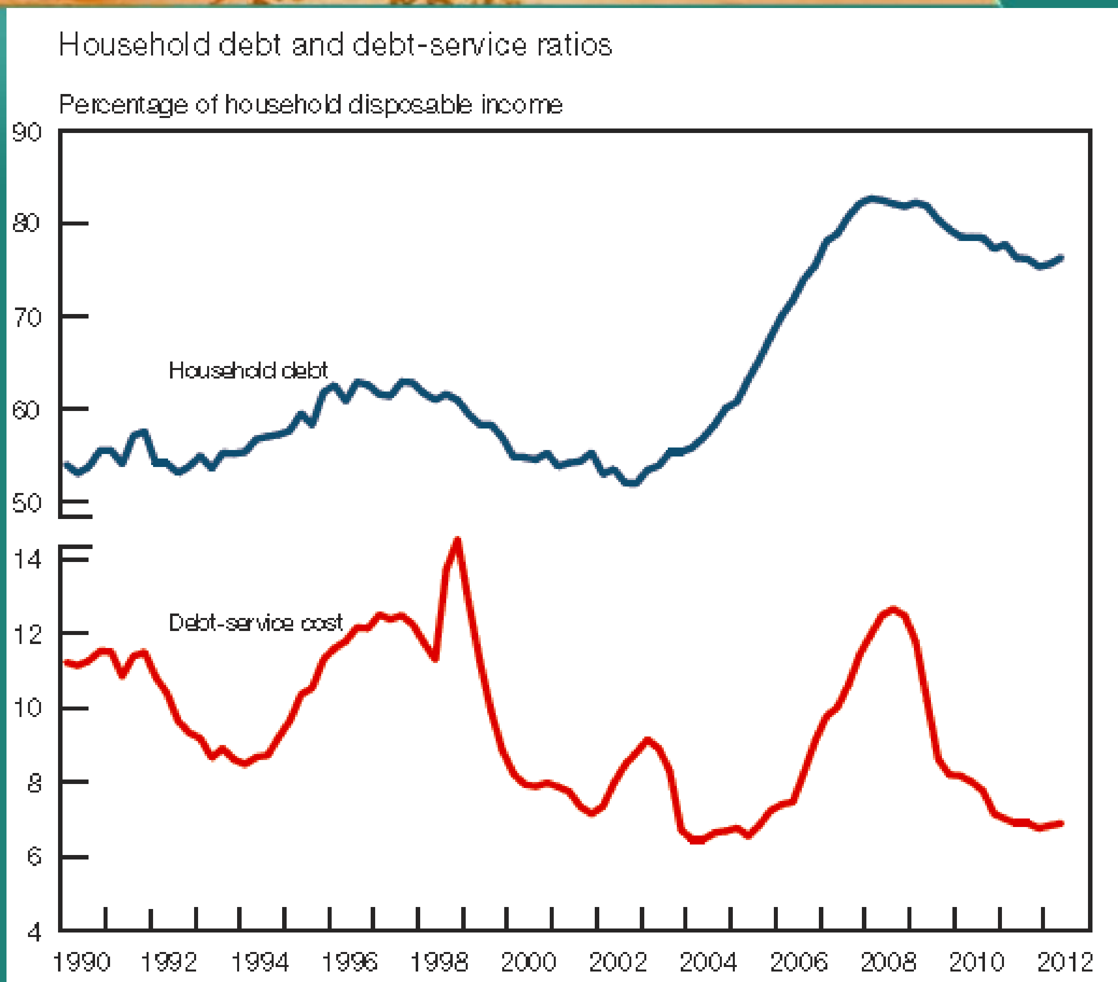


WesBank Repossession Analysis

Repossessions WesBank Motor (Excl TFS)
Total number of repos performed in the month



Household Debt & Debt Service Ratio



WesBank
We know how

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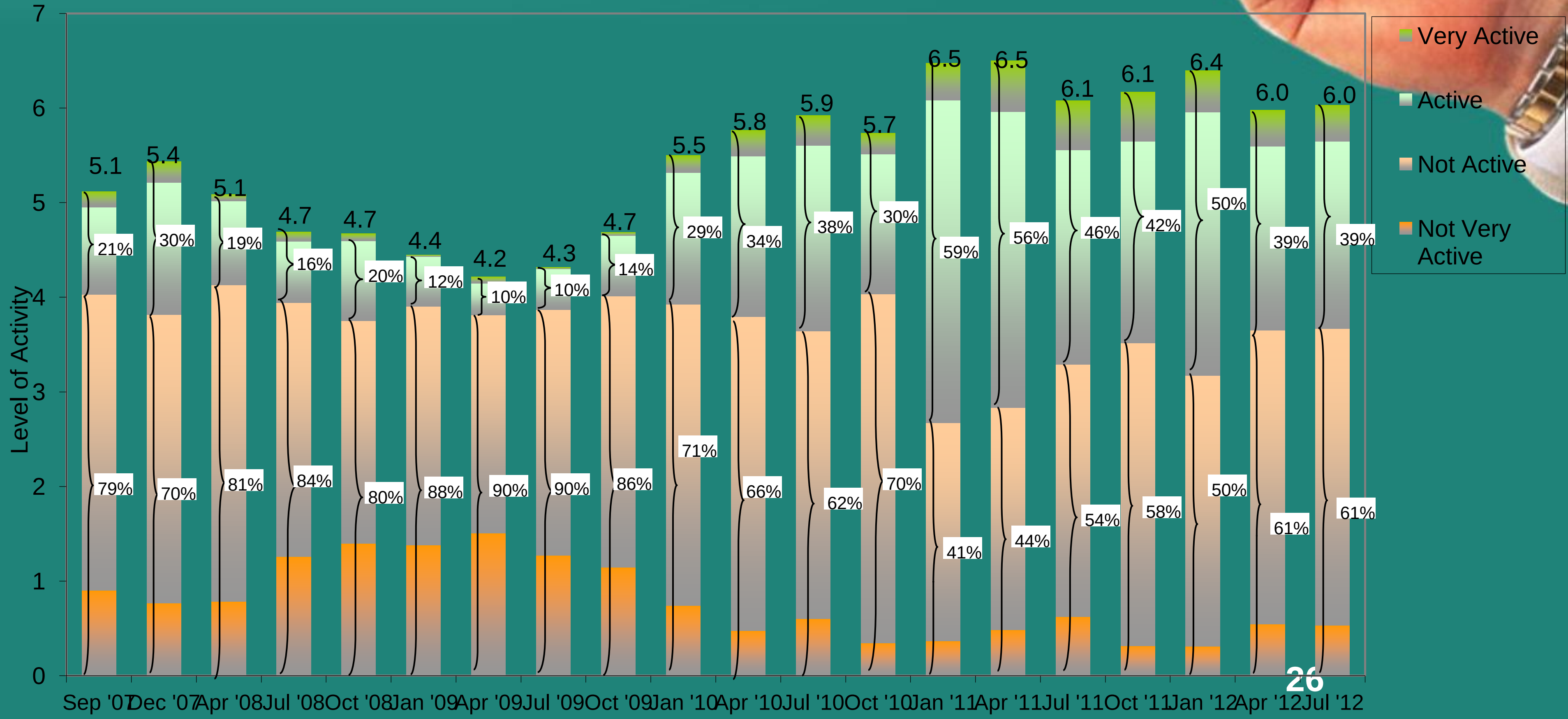
WesBank Vehicle sales Confidence Indicator 3Q12

WesBank
We know how

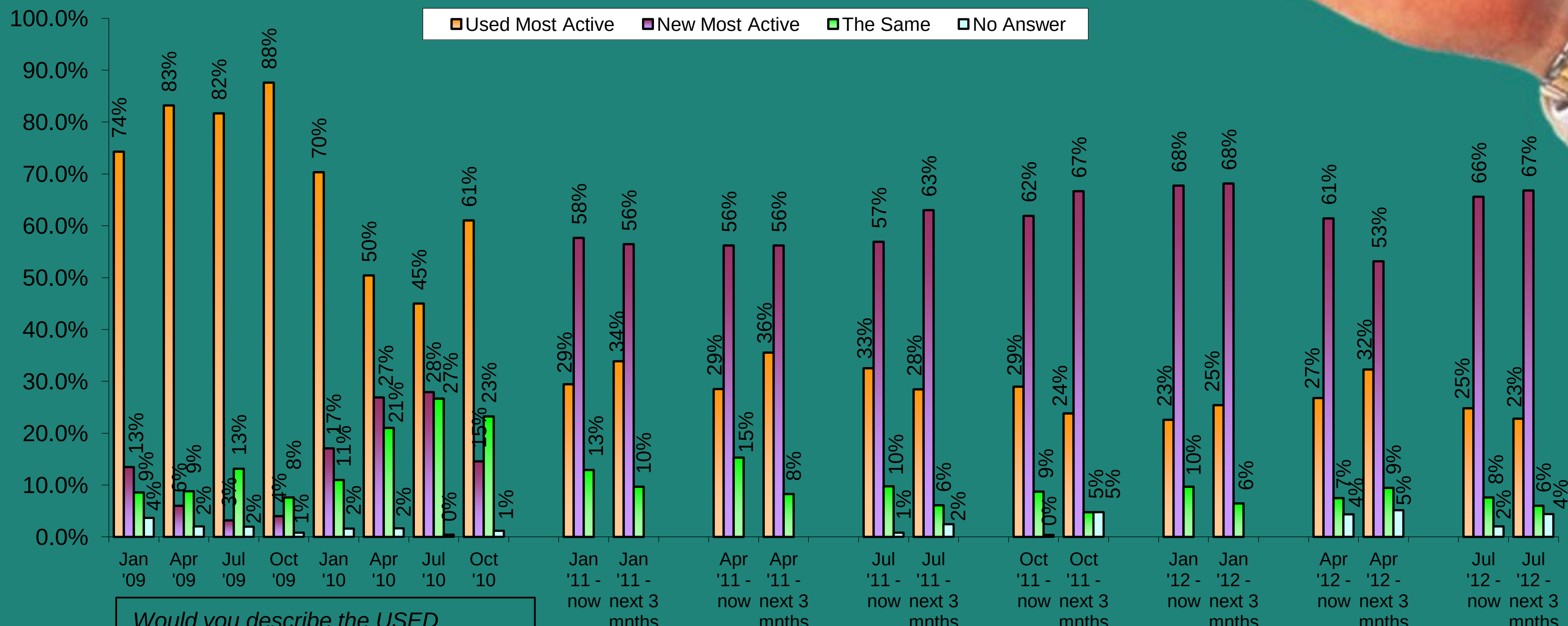


WesBank Vehicle sales Confidence Indicator New vs Used

WesBank
We know how

WesBank Vehicle Market Activity Indicator
July 2012

Which of the following vehicle markets would you describe as being the most active currently?
Which of the following vehicle markets do you anticipate will have more activity over the next 3 months?



Would you describe the USED VEHICLE market as being MORE or

WesBank
We know how

- Analysing the Industry
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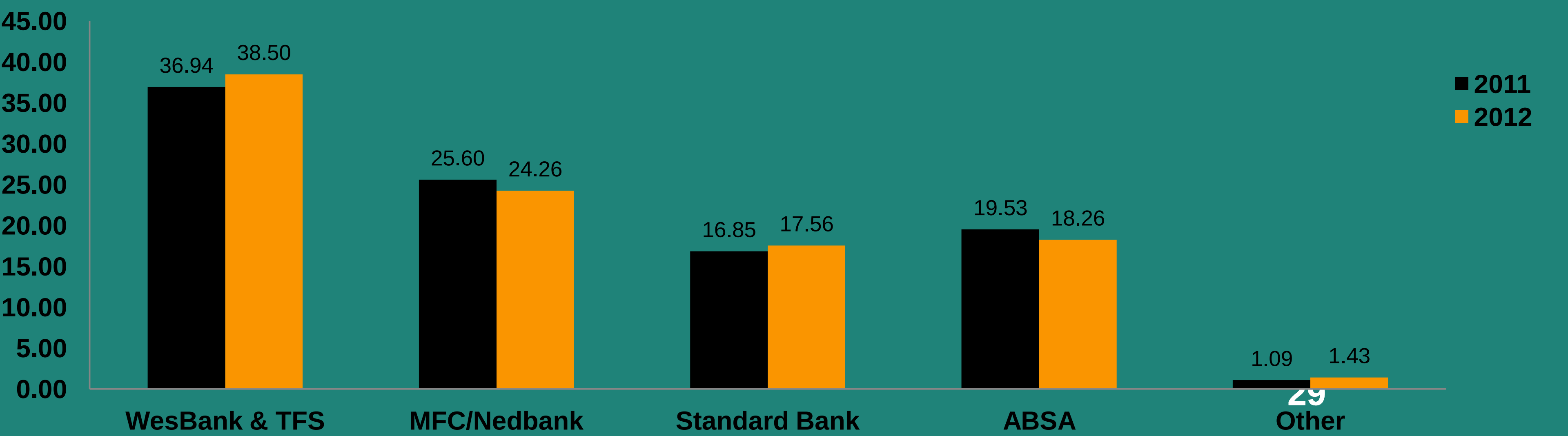
- The Outlook

BA900 Marketshare: Instalment Sale & Lease Agreements

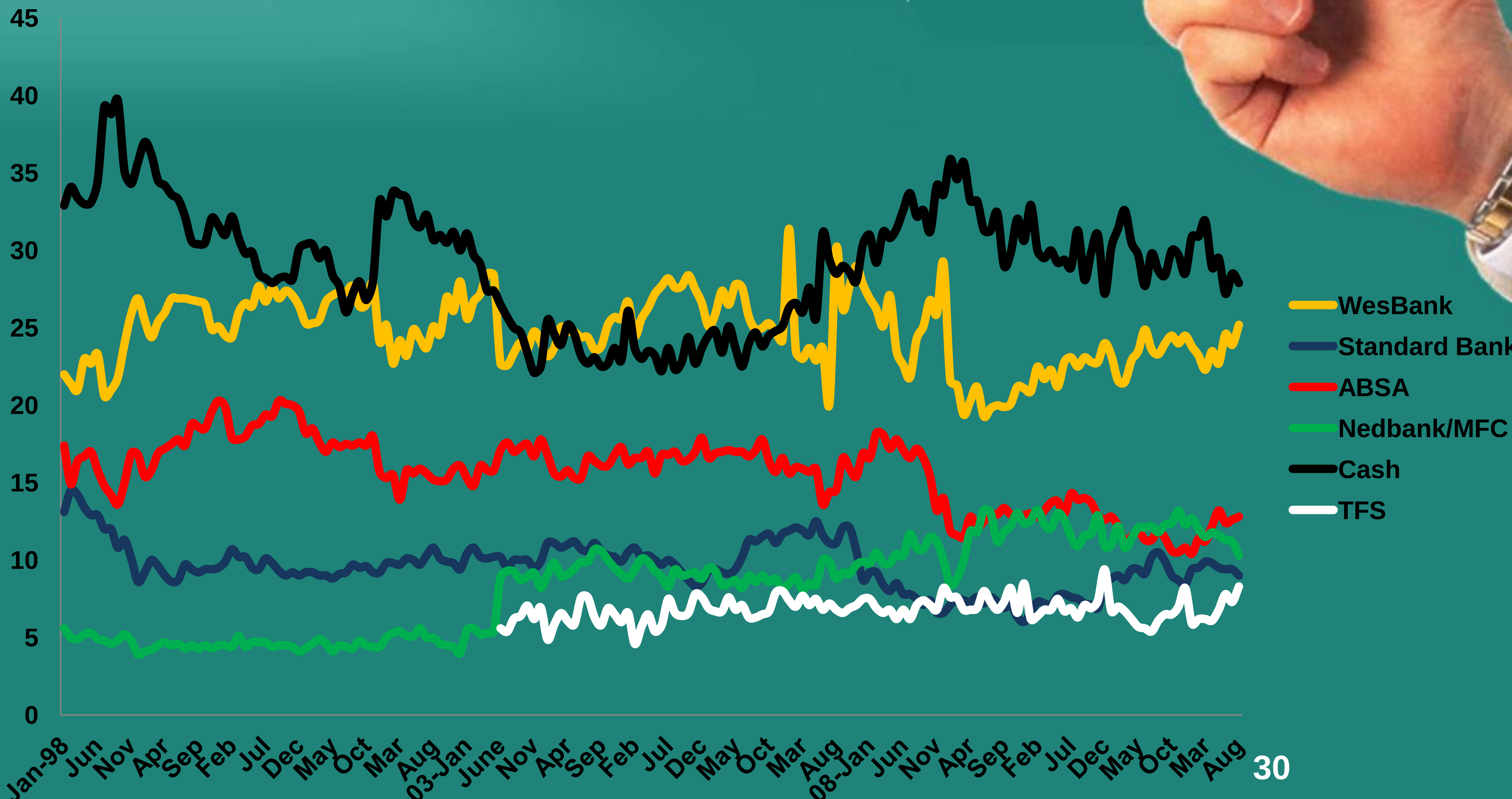
	WesBank & TFS	MFC / Nedbank	Standard Bank	ABSA	Other	Total
BA900 (2011)	R97.79b	R67.77b	R44.60b	R51.7b	R2.87b	R264.75b
BA900 (2012)	R114.02b	R71.84b	R51.99b	R54.07b	R4.22b	R296.16b

BA 900 Percentage Marketshare '11 vs '12

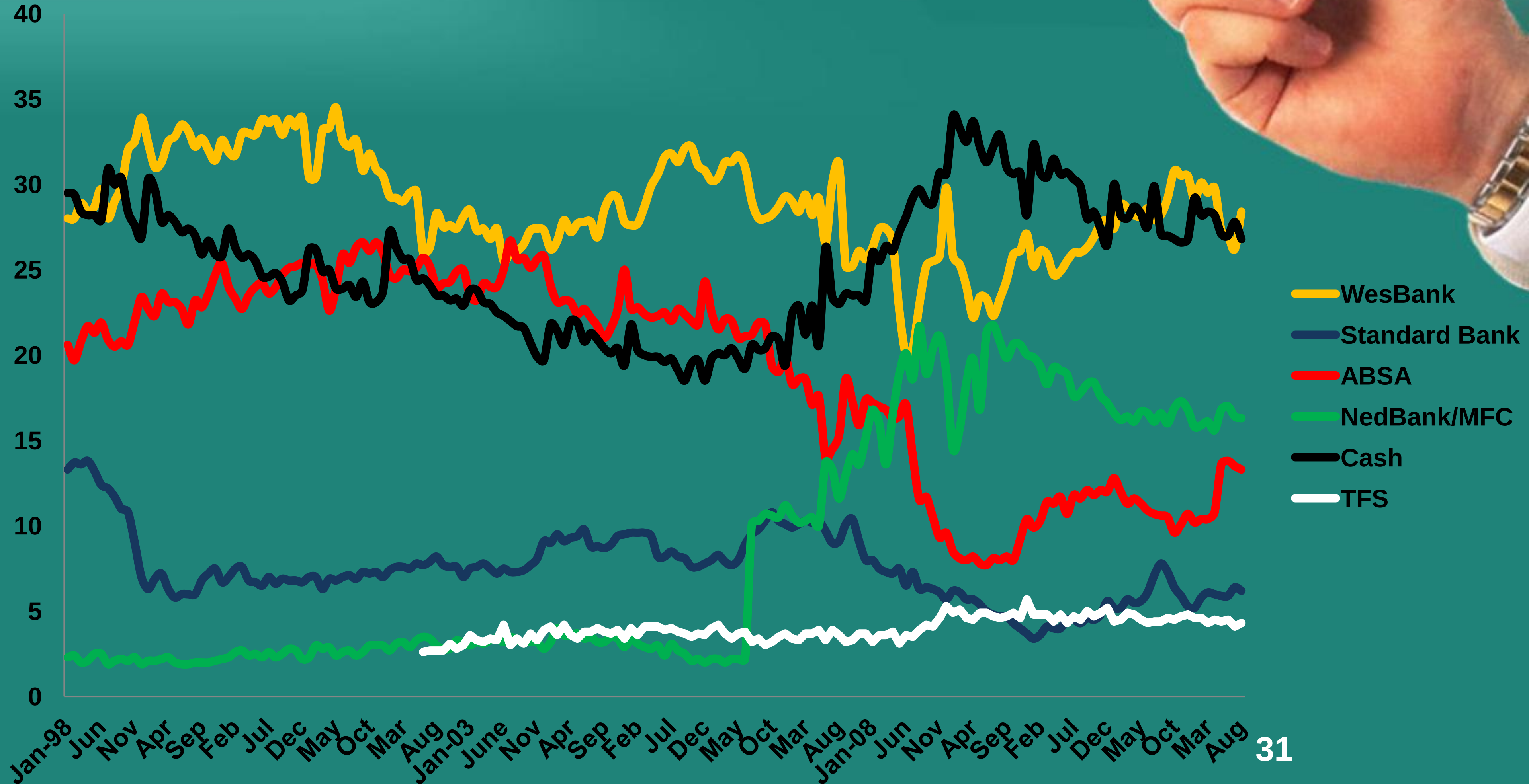


NEW Vehicle Marketshare Dealer Reported

WesBank
We know how

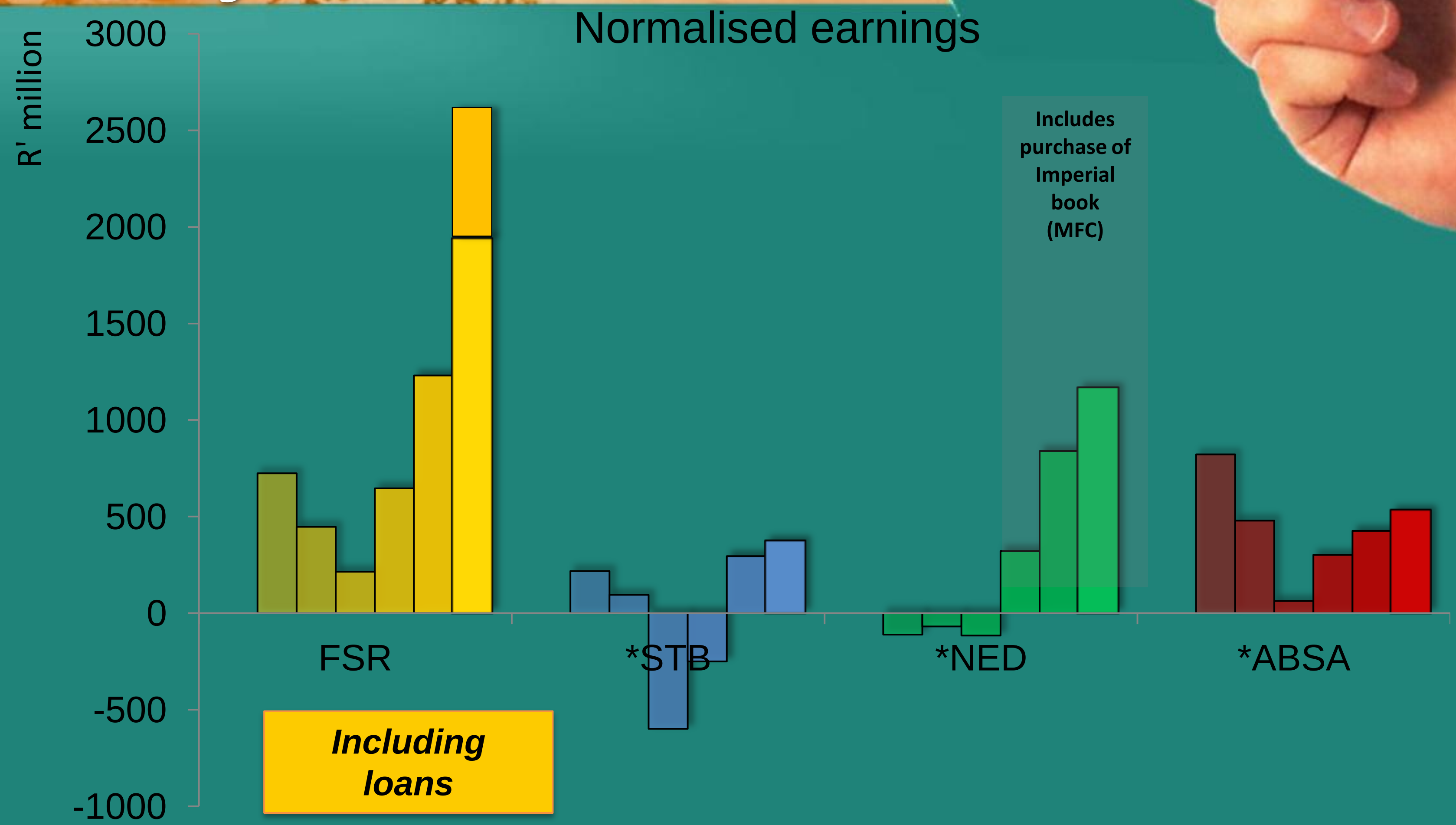


Used Vehicle Marketshare Dealer Reported



Significantly Outperforming the Industry

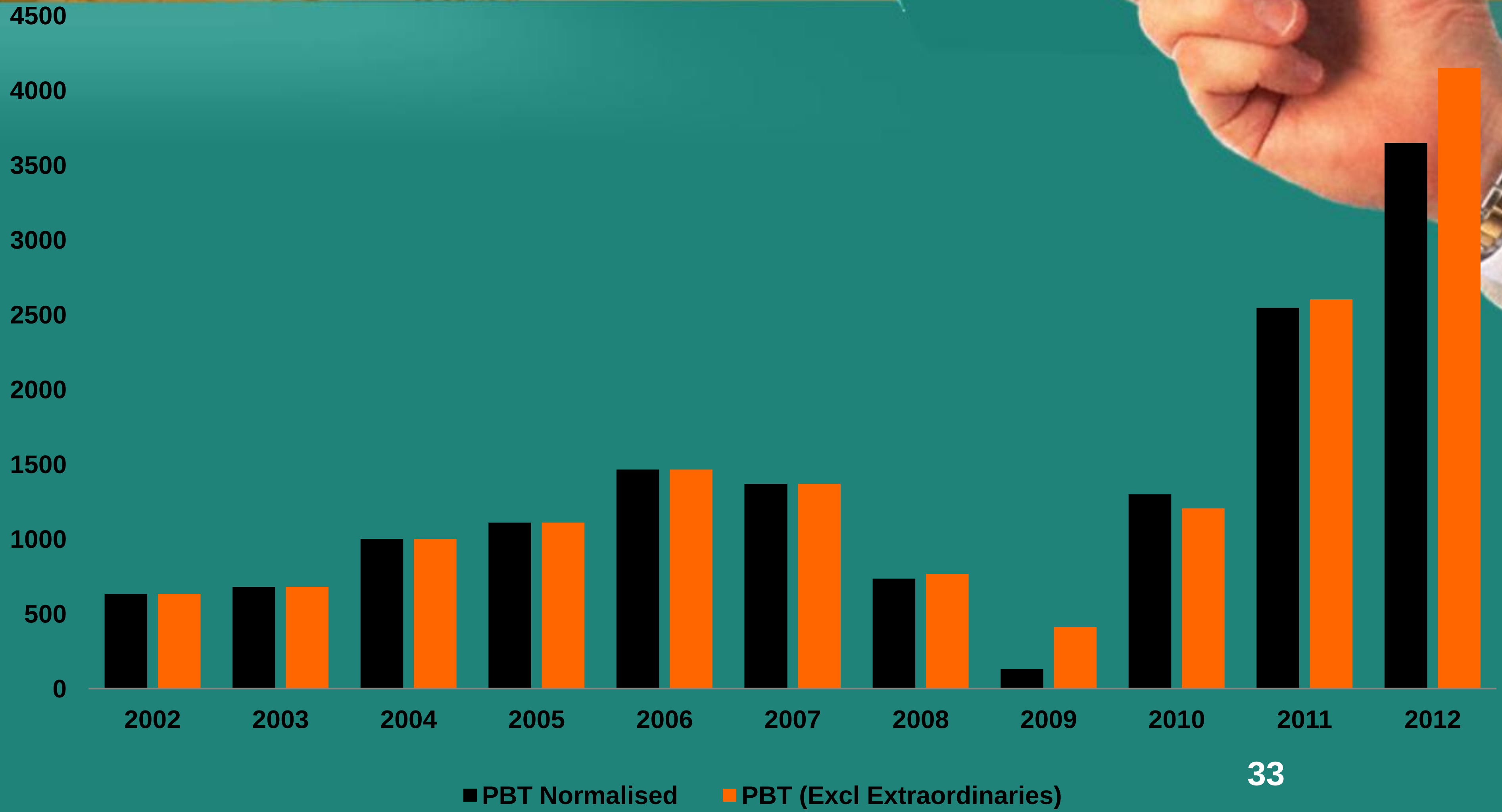
WesBank
We know how



5Y CAGR
22%
11%
60% (Inorganic growth)
(8%)

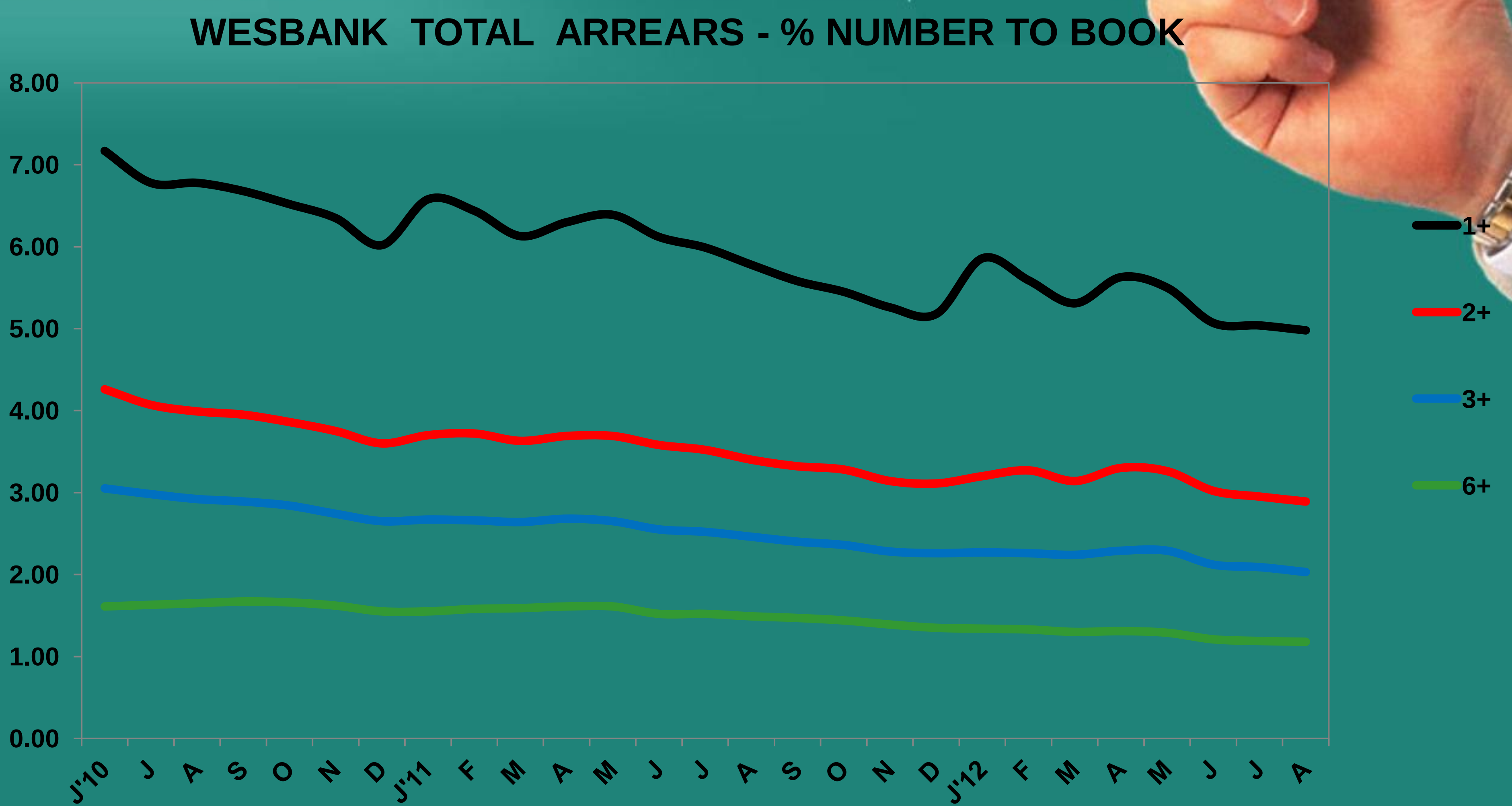
YOY Growth	58%	26%	39%	24%

WesBank 10 Year PBT R-Mill

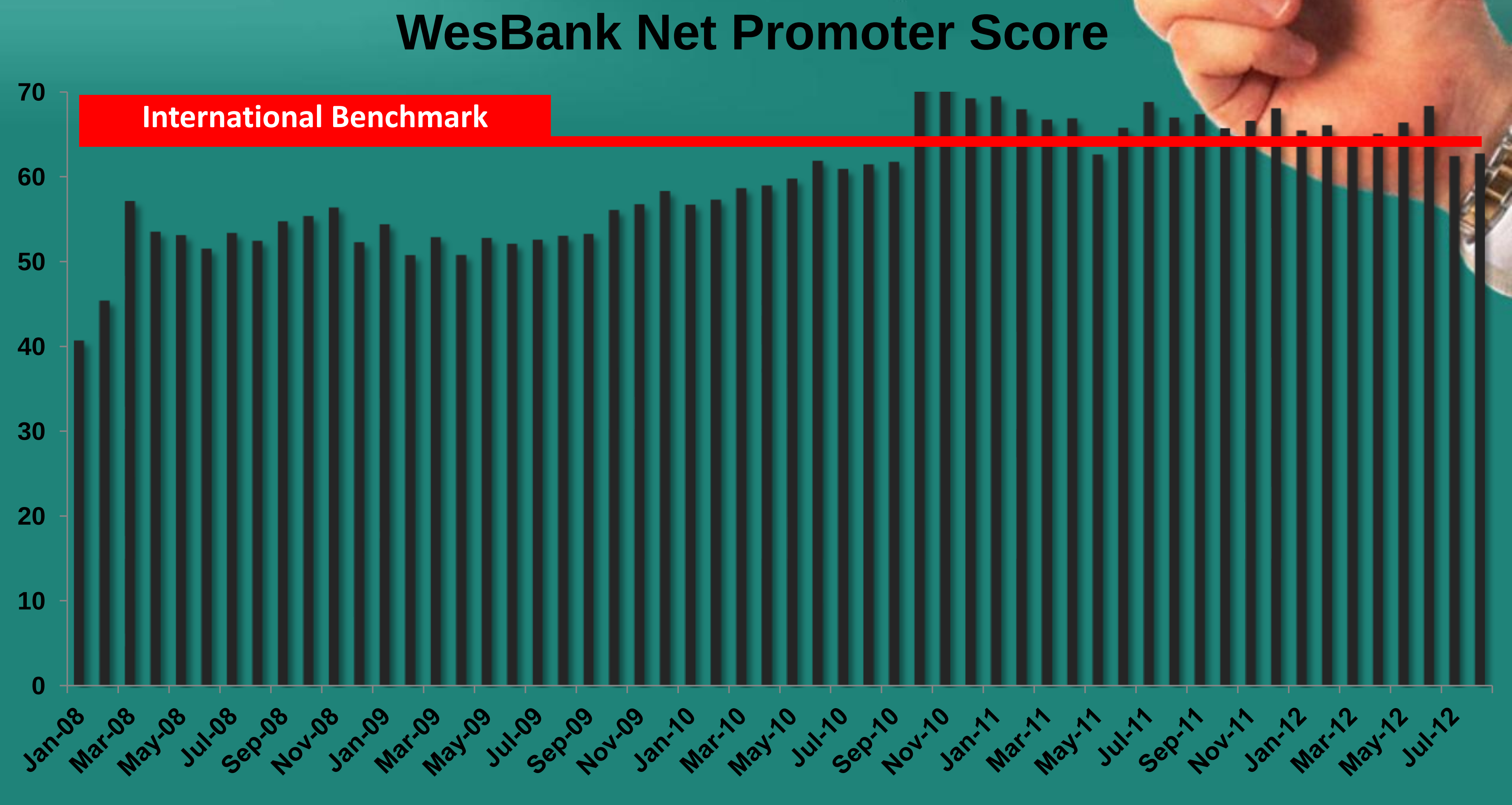


WesBank Arrears
In good shape

WesBank
We know how

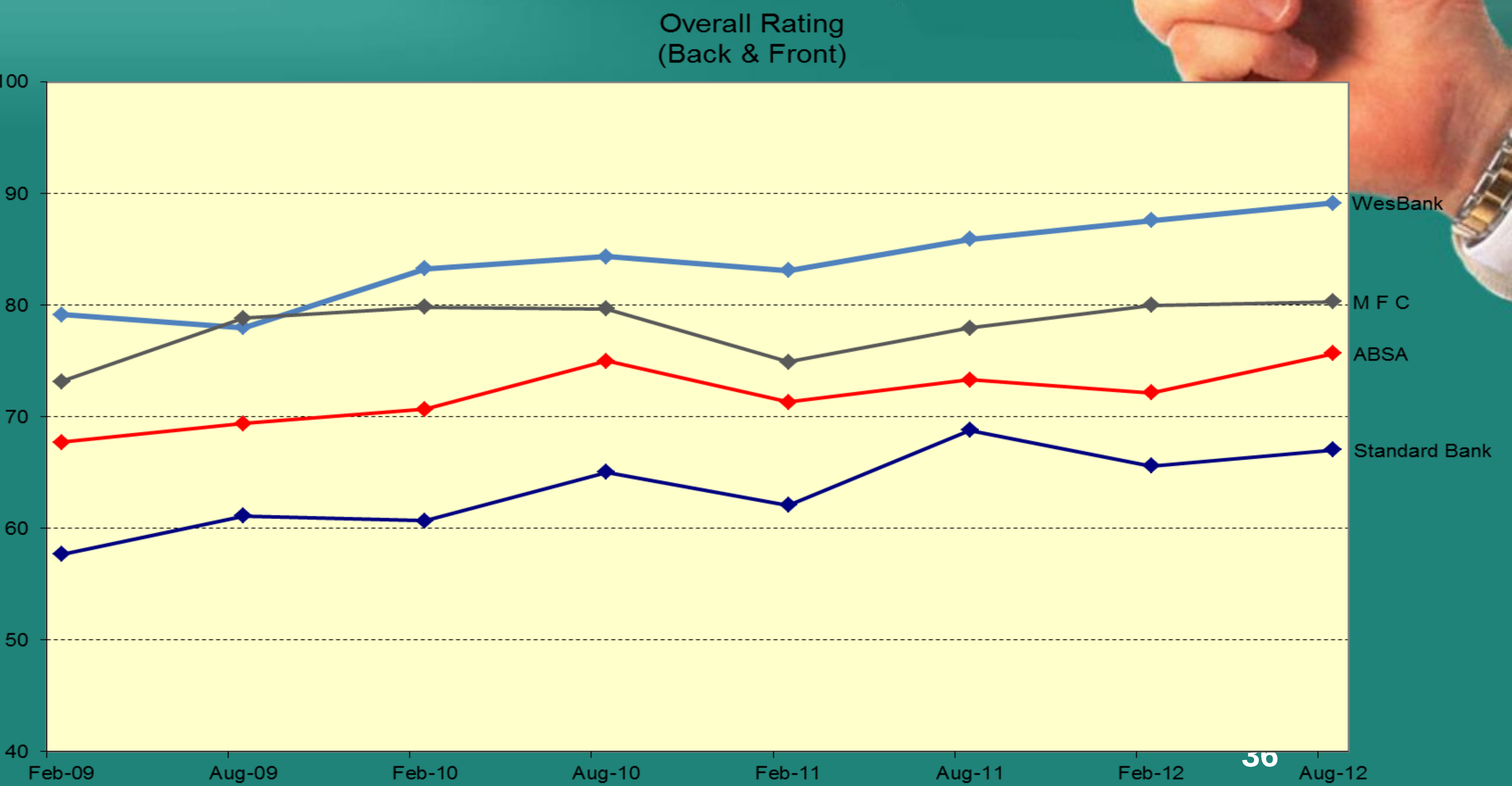


WesBank Maintaining Excellent Service Levels



Motor Dealer Satisfaction Index

WesBank
We know how



WesBank
We know how

- Analysing the Industry
- Analysing the Consumer
- Key Indicators
- International Mobility Study
- WesBank's Performance
- The Outlook

WesBank 2011 COTY Prediction

	Naamsa 2011	WesBank Total Market Prediction 2012		Revised Prediction	
Passenger	399 200	424 152	6%	437 500	9%
LCV	152 534	160 161	5%	160 000	5%
Commercial Vehicles	26 248	28 347	8%	27 500	5%
Total Industry	577 981	612 660	6%	625 000	8%

Historical low interest rates

Below CPI car price increases

Replacement cycle reducing

Extensive Dealer & OEM

incentives programmes

The Outlook

- Robust demand for vehicle finance continues
- Replacement cycle continuing to decrease
- New vehicle price increases to continue below National CPI
- Customers continue to move from Used to Entry Level New
- High end of the market still buoyant
- Minimal job losses for 2012, job creation more likely
- LSM 7-10 customers still in reasonable shape

The Outlook

- Interest rates to remain within narrow band for the foreseeable future
- Dealer Confidence remains positive
- Modest growth in vehicle sales off a high base
- Risks mainly external
- Growth opportunities for WesBank moderating but definitely not in ‘Ex’ category